THE GILBANE REPORT ™ ◀◀◀

E-COMMERCE EVOLUTION & CONTENT STRATEGIES

We've been covering the relationship between content and computing since our first issue and, although it didn't always seem so, it was pretty easy to keep-up with all the activity. Even the Web was manageable as it altered the direction of corporate computing. But as e-commerce became a serious reality in late 1998 it was clear that we were in for a dramatic increase in technology investment, and that content, commerce, and computing would be entwined in ways no one had considered before. The accelerating activity is evident in many ways beyond the increase in the size and frequency of our humble publication. How does this affect you?

Some of you are involved in pure large-scale e-commerce applications, but most are involved in managing some combination of structured and unstructured content of which a growing percentage needs to be incorporated into e-commerce applications. Does his mean *your* content? It may, even if you think it unlikely at first. If you don't need to integrate your content systems with e-commerce you are still not free to ignore how e-commerce applications and supporting technology are evolving. In this issue we point out why and provide a framework to help you synchronize your information system strategies with the most powerful technology driver today, e-commerce.

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E-COMMERCE EVOLUTION & CONTENT STRATEGIES

OVERVIEW

We began 1999 with an article that argued that e-commerce had become a reality to organizations besides those responsible for merchandising products to consumers or businesses. The 1998 holiday season had driven home the need for all businesses to figure out quickly what they were going to do about e-commerce. It was no longer a question of *if*, but *how* and *when*. This was not a unique insight, although even then there were plenty of naysayers. What we saw as important to our readers was the far-reaching affect this would have on *all* information technology and strategies. We argued that there was something fundamental going on that signaled the start of a new era in computing. We made three points:

◢ That the integration of structured and unstructured data in information systems would start to become the norm rather than the exception.

◢ That although it had been clear for a long time that this would eventually happen, it was so complex and costly to attain that nothing, until e-commerce came along, was enough to force either vendors or users to take on the challenge.

◢ That XML was a key facilitator. XML made this integration feasible.

This is no small change. E-commerce is changing computing. The demand for e-commerce should not require an explanation. But there are a lot of ancillary effects. There are reasons you need to understand how e-commerce and its supporting technology are evolving even if you have nothing to do directly with your company's e-commerce initiatives. The reason is simple. E-commerce will command the lion's share of development dollars and management mindshare for the foreseeable future.

E-commerce Commands

Now that companies are over the Y2K hype hump, e-commerce has moved into the top spending spot. According to Information Week[1] companies across all vertical industries with revenues of $1 billion or more *currently* derive 21% of their revenues through e-commerce. The same survey found that IT spending in the next 12 months will be higher for e-commerce than for ERP, CRM, or R&D activities, and that e-commerce will be the largest bene-

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[1] Information Week survey of 250 companies with $1 billion plus in revenues. September 27, 1999.

ficiary of the completion of Y2K projects. IDC[2] says the market for e-commerce software will grow from $1.7 billion in 1999 to $4.2 billion in 2000 & $13 billion by 2003.

Dynamic Content & Non-e-commerce

Big spending means big changes—changes in the vendor landscape and the products offered, and changes in project funding priorities. Resources devoted to non-e-commerce applications will suffer as soon as there is any pressure to hold the line on costs. But the news isn't all bad — many of you have been unable to build complete information systems that could manage all the types of data required with available technology resources. Integrating information from various databases of structured and unstructured data is an extremely difficult task. But your job is about to get much easier.

We have been using the term *dynamic content* to refer to the type of content that information systems of today need to manage. Dynamic content includes both structured and unstructured data as well as any associated metadata. In addition to integrating and managing dynamic content across networks, e-commerce requires rapid transactions and personalized content updated, assembled, and delivered on-the-fly. The information systems necessary to support e-commerce are more complex and demanding than most of you need, but you can be sure there will be tools available to build them. Your intranet, web publishing, or corporate portal applications will become a lot easier to implement as new product technologies able to manage dynamic content become available (upcoming versions of Oracle 8i and Microsoft SQL Server are just two examples). You need to anticipate what they will be and when they will arrive.

Our goal this month is to describe how e-commerce solutions are evolving to help you get your bearings and think about your strategies in the context of the driving force of e-commerce.

E-COMMERCE EVOLUTION[3]

We discuss the evolution of e-commerce in a general enough way that it applies to both B2B (business-to-business) and B2C (business-to-consumer) applications. We'll dig into the differences between these in upcoming issues. For now we focus on a bigger picture and what they have in common. The fundamental information management functionality required for each are the same. (We would even argue that even B2B butterfly models are applicable to future B2C business models.)

E-commerce evolution fits nicely into four stages that together result in a loop representing the complete cycle of customer interaction. We discuss

> *"Resources devoted to non-e-commerce applications will suffer as soon as there is any pressure to hold the line on costs."*

[2] "Internet Commerce Software Applications Market Review and Forecast, 1998-2003", IDC.

[3] *Disclosure:* Some of the ideas in this section were developed while advising a client. We publish them here because they are helpful in describing the e-commerce landscape, not any particular product technology. We thank Media-Bridge Technologies for their kind consent.

the four stages in the present tense because they are logical stages as much as temporal. Many companies are involved in more than one stage.

Stage 1

The anticipated potential for e-commerce sales has created a huge demand for e-commerce implementations even though most companies are not at all prepared for the integration of processes, applications, and data required. As a result, in the first stage of e-commerce implementations the focus is on the presentation of information to customers and selling. It initially consisted of brochures and ads on web pages, followed by increased interactivity, the beginning of information collection, and order taking. Content management, when available, is typically limited to HTML content isolated from other information. Web shopping carts are now a commodity service, but back office support for order processing and fulfillment is either non-existent or non-integrated. Where there is integration it is the result heavily customized development — hence the dotted line in Figure 1.

Figure 1.
E-commerce stage 1, mostly stand-alone presentation & order taking.
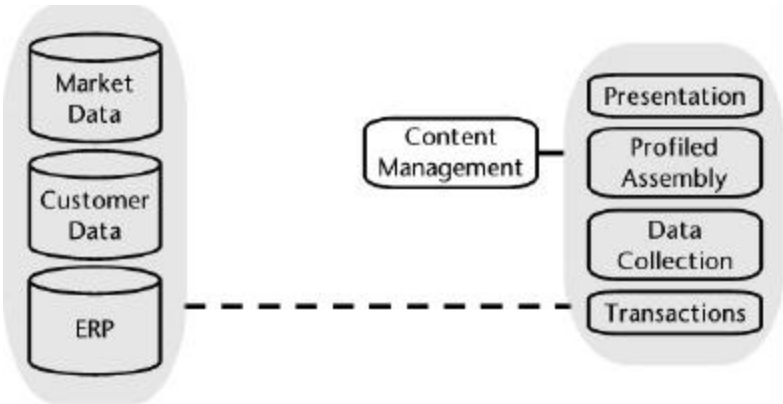
Stage 2

The second stage of e-commerce is characterized by first attempts to integrate e-commerce transactions with the enterprise data and back-end systems required to automate e-commerce processes. The emphasis on integration in the second phase is necessarily on fulfillment and logistics since this is where companies are most vulnerable to lost revenue due to an inability to get enough products shipped, and to lost customers through poor service. There has been a lot of talk about this in the past year, but progress has been largely limited to a few market leaders. The majority of companies today are somewhere in between stages one and two.
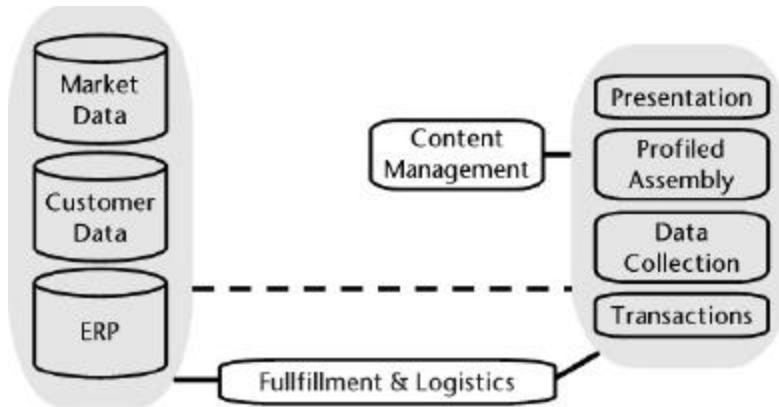
As necessary as fulfillment and logistics are, they are a necessary, but not sufficient cause for success. The best fulfillment and logistics system will enhance customer experiences mostly by performing as expected. Doing a bad job of fulfillment will cause a loss of customers, but doing a great job won't get you very many new customers. Once companies are able to deliver their products they need to devote their full attention to customer acquisition.

Stage 3

It is in the third stage that e-commerce efforts will fully face the realities of competition. Once delivering products is as common as selling them, the winners in e-commerce will be those that can combine all their information resources with disciplined merchandizing strategies to gain new customers as well as keep current customers content. Retail and catalog environments are carefully orchestrated by merchandisers to encourage commerce. This same kind of discipline needs to be learned and applied in e-commerce environments.

The first requirement for companies to graduate to the third stage will be learning how to manage and make use of the information available in enterprise and content databases, and the information being collected from e-commerce interactions. Today this rich information is mostly untapped even as its volume is rapidly increasing. Secondly, this information must be integrated into marketing processes, including analysis, planning, and execution of promotional and advertising campaigns across appropriate channels and delivery media.

Content management takes on new meaning in stage 3. Diverse types of product, customer, and market data need to be integrated with technical, educational, and promotional content. New workflows are also required.

Targeted promotions across multiple channels reap huge benefits in both B2B and B2C environments. Whether it is a manufacturing engineer looking for a part, a purchasing agent looking for supplies, an HR manager looking for benefit components, a consumer looking for a toy, or a marketing manager looking for consulting services, the same fundamental marketing rules

apply. Multiple targeted, personalized impressions are the key to increased sales, and this can only be accomplished by gaining control of the product data and all related marketing content.

Figure 3. E-commerce stage 3, integrated data & content for targeted customer acquisition.
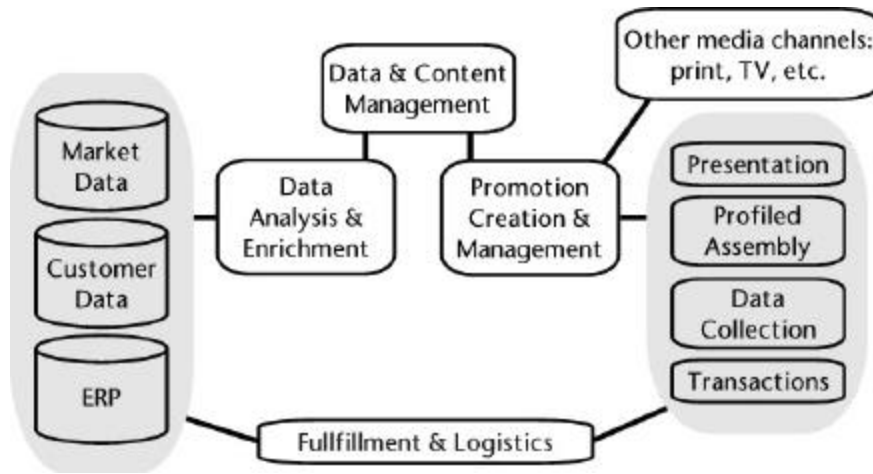
Stage 4

Once companies have reached the third stage of e-commerce they can concentrate more fully on extending their reach up and down and across the supply/partner/customer chain. This is already starting in some B2B environments. The fourth stage will begin in earnest when industry has built enough confidence in e-commerce to venture into very difference business models that take advantage of the ability to share data and services at any level of granularity across the Internet. That is, external processes managed by outside enterprises could plug into virtually any point in the loop illustrated in Figure 3.

The first stage starts with presentation and ends with the ability to *sell*. The second stage is aimed the integration necessary for *fulfillment*. In the third stage the focus is on making e-commerce activities successful in a competitive environment. This means increased efficiencies and the ability to use all relevant data and content to plan and execute personal marketing and promotional programs, that is, *merchandizing*. The fourth stage is characterized by *cross-enterprise integration, i.e.*, data, content, and process integration across and between enterprises.

WHAT SHOULD YOU BUILD TO?

The place to focus is on the third stage. Those of you involved with future strategy can look beyond that. We recommend skipping the first stage all together in most cases, and building a second stage solution is a defensive, catch-up strategy that may have too much long-term risk. We say that in spite of the fact that the vast majority of companies do not have a solid stage 2 solution in place. As we argued earlier customer acquisition in a competitive environment requires the proactive marketing capabilities of a stage 3 solution.

Can you buy one of these? No, at least not from a single vendor. You can buy a *solution* that incorporates all of these functions from a very capable integrator. You can also buy a solution from vendor who has a strong integration business and solid partnerships with a lot of other vendors. But think about what is involved, everything from ERP to web servers, and remember that everyone is learning as they go. No one has a lot of experience building complete e-commerce systems. Plugging vendors into the loop is a necessary exercise, but doing so too early in the planning process is practically useless given the overlapping product functionality and the rapidly changing vendor landscape.

Can you implement one of these? Technically, yes — organizationally, maybe. Face it, organizational hurdles are high. Most of you are "click and mortar" companies and have not come to grips with the organizational implications. First you have to decide whether to take what Forrester refers to as either a "dot.com" or a "dot.corp" approach — whether to integrate e-commerce into existing organizational structures or to spin off a separate P&L. If you take the integration route (which will probably make sense for most of you) then the real challenges begin. Who is in charge? IT, marketing, operating divisions, departments? How do you manage multiple integrated repositories without centralized control? The only obvious fact here is that you have to do something fast. Not having legacy organizations is the largest advantage pure .coms have, and it's a big one.

CONTENT STRATEGIES

Most of our readers are not building complete e-commerce systems however. Rather, they are involved with creating, managing or delivering content, and have been under pressure to integrate various kinds of data, and to deliver content on multiple media channels for at least a couple of years. Whether or not you are directly involved in your company's e-commerce effort, in this section we suggest a few things you should keep in mind.

Where to Plug-in

Where and how to plug-in to the loop in Figure 3 is a useful way to start thinking about your strategy, (we are talking *intra*-company loops for now "jacking-in" is post stage 4!). In some cases it will be obvious where to plug-in. If you are involved with promotional content you need to plan for your text and graphical content to be linked with product and pricing data. You also need to maintain multiple versions with appropriate metadata for use with various media channels. If you are involved with product support, you need to tie into fulfillment modules as well as pre-sales inquiries from a web catalog. These inquiries in turn need to be fed into marketing databases for sales and content analysis. And so on.

"How do you manage multiple integrated repositories without centralized control?"

It would be hard to underestimate the opportunities for integration, and unwise to think that others in your company won't think of integration possibilities that will enhance e-commerce efforts. You, and your content, certainly don't want to be excluded.

Sticky Content

You've probably heard of "sticky content". The idea is that as e-commerce makes more products commodities with bottomed-out profit margins there needs be value added somewhere to get buyers to purchase at your web store rather than someone else's. Providing valuable or even merely interesting content can attract and keep customers to your site. The user reviews at Amazon are probably the best-known example, but there are many B2B applications of this idea as well.

If you have content that could be "sticky", you may be able to not only help your company's e-commerce effort, but also tap into the e-commerce budget to update your information system.

Dynamic Content & XML

The more dynamic your content, the more valuable it will be to an e-commerce application. Whether the data is structured or unstructured, if you can manage it with a metadata application you are at least halfway to integrating with an e-commerce system. If your content is in XML you are ahead of the game and probably of your competition. This should obviously be a key part of your content strategy. If you will never have to integrate with an e-commerce system this should still be part of your content strategy so you can use all the mainstream tools and expertise that will be available.

Content Management & Careers

We don't offer career counseling, but we can't help but digress to comment that the integration of data and content and the mainstreaming of metadata should open up opportunities for you to lead or participate in well-funded e-commerce projects. Don't underestimate the expertise you may have in managing data, content and metadata. XML has peaked everyone's interest in metadata and in managing unstructured data, but few know how to design an application that incorporate either. Not that you will have all the answers. E-commerce adds a lot of challenges that few can even claim to be able to list never mind resolve. We are all still learning.

CONCLUSION

E-commerce is driving information technology. It is driving software development and project spending. The most fundamental problem in building e-commerce solutions is not being able to utilize all the information potentially available to improve internal efficiencies, to target and coordinate promotions, and to provide good customer service.

The inefficiencies of today's e-commerce implementations are tolerated only because the market is new and demand has kept ahead of supply. This will change as the market matures and companies have to compete on more than being first to market. Competition will force both .coms and click and mortar companies to improve the efficiency of their e-commerce opera-

tions and to incorporate customer acquisition capability that can make use of all the data and content that has been and is being collected.

Understanding e-commerce evolution as we have described it should help you think about where your organizations and systems need to fit into the overall process. The four stages provide a conceptual framework and a logical way to consider implementation and organizational implications — and there are significant implications for most of you.

Data and content integration is still coming. Even with the "volume" of XML activity it will take some time, but e-commerce ensures it will happen and all information system applications will benefit. Synchronize your content strategies with e-commerce evolution and remember that content may be king, but only when managed.

--Frank Gilbane

DECEMBER INDUSTRY NEWS

Additional news and commentary is available at www.gilbane.com/

CISCO JOINS UPnP FORUM
12/29/99

Cisco Systems, Inc. announced its membership in the Universal Plug and Play (UPnP) Forum, an industry group focused on enabling the emergence of easily connected Internet devices in home networks. This industry group will define specifications that utilize XML. These specifications will compliment the work being done in the IETF Zero Configuration Working Group by Cisco and other industry members. More information about the UPnP Forum can be found at www.upnp.org. More information about the IETF Zero Configuration Working Group can be found at www.ietf.org/html.charters/zeroconf-charter.html, www.cisco.com

EXCALIBUR DELIVERS PORTAL SOLUTION FOR FILENET PANAGON
12/28/99

Excalibur Technologies announced availability of Excalibur RetrievalWare for FileNET Panagon, along with beta support for Panagon 2000, which it plans to deliver in Q1 2000. Excalibur RetrievalWare for FileNET Panagon IDM (Integrated Document Management) Document Services provides access to all information managed by Panagon as well as a single point of access, or knowledge portal, to all of the organization's knowledge repositories. It enables end-users to seamlessly and securely search for information in a variety of FileNET document repositories and provides customers with proprietary advanced ranking capabilities to allow searches to be reviewed based on relevance. Using the new system, knowledge workers spend less time looking for and re-creating stored knowledge, and more time creating value for their organizations. In addition, RetrievalWare for Panagon features close integration with the Panagon security model and with the Panagon web browser client to ensure that RetrievalWare will never allow a user to retrieve a docu-

ment they are not able to view when working inside Panagon. www.excalib.com

INTRANET SOLUTIONS INVESTS IN ACTIVEIQ
12/23/99

IntraNet Solutions announced that it has made a strategic investment in activeIQ Technologies, a technology start-up company that is developing internet commerce communities and knowledge categorization technology. Content characterization technology analyzes the structure of documents and classifies them automatically into an ordered system. This technology can help organizations create Web applications that have Yahoo-like Internet category directories that users can easily search and navigate to locate precise information. www.activeiq.com, www.intranetsolutions.com

BROADVISION TO RESELL VERITY K2 E-COMMERCE SEARCH SERVER
12/22/99

BroadVision, Inc. and Verity, Inc. announced they have broadened their OEM alliance in the e-commerce arena. Under the amended terms of the agreement, BroadVision is licensed to resell the Verity K2 Search Server, a high-performance, high-availability search system, to BroadVision customers seeking knowledge retrieval capabilities including scalability and advanced search. Verity's core search features have been incorporated in BroadVision One-To-One Enterprise since 1997, and the amended agreement allows BroadVision to sell Verity's latest, most scalable and most advanced system. www.broadvision.com, www.verity.com

STARBURST ROLLS OUT CONTENT DISTRIBUTION MANAGEMENT FOR LINUX
12/21/99

StarBurst Software announced it has optimized a version of its software to support reliable and scalable content distribution management on Linux-based operating systems. StarBurst OmniCast software will enable organizations of all sizes to distribute rich content to tens of thousands of servers simultaneously using the Linux

operating system. StarBurst's software is based upon a developer's kit from Red Hat. StarBurst's OmniCast content distribution management software will support Red Hat Linux version 6.0 or higher for extended Internet and enterprise deployments, including scalable broadband and non-broadband content distribution management over dedicated lines, the Internet or any IP network, to all targets simultaneously. www.starburstsoftware.com

EBASEONE FORMS HOSTING PARTNERSHIP WITH ALTRIS
12/21/99

ebaseOne Corporation and Altris Software Inc. announced that they have entered into a partnership to host eB and deliver DocDepo.com, Altris' new Internet-based, business-to-business electronic document management portal for e-commerce. Altris' eB technology is an enterprise class, server-based electronic document management system providing sophisticated document acquisition, management, integration and distribution of both office and complex technical documents across an entire enterprise. eB provides corporate knowledge workers with an electronic document management solution. With the addition of the DocDepo.com portal, knowledge workers will now have fast and easy access to their documents via the Internet. www.ebaseone.com, www.altris.com

IXOS-ARCHIVE 4.0 WITH XML ACCESS AVAILABLE
12/20/99

IXOS SOFTWARE AG announced the immediate availability of IXOS-ARCHIVE 4.0, the new version of its Business Document System (BDS). Announced in October of this year, IXOS-ARCHIVE 4.0 incorporates Java and XML technology and provides an extended range of services. Additionally, the IXOS-DocuLink component enables users to access business transactions and related documents in off-line mode. With IXOS-ARCHIVE 4.0, groupware users can now be integrated in business processes in their familiar application environment. IXOS-ARCHIVE 4.0, in conjunction with the IXOS-DocuLink module, enables users in off-line mode to manage business documents from every conceivable origin, within the SAP R/3 infrastruc-

ture. In IXOS-ARCHIVE 4.0, XML is used to assign business document attributes, which represent information and metadata in a system-independent form. This means that documents can be extracted out of the SAP R/3 context and can be retrieved via XML-capable browsers. Incorporating this global standard helps all IXOS customers leverage their investment and allows them to link their archiving system with their e-business applications. IXOS-ARCHIVE 4.0 is now available in English and German language versions. Other international language versions are intended for delivery in two months. www.IXOS.com

ALTRIS UNVEILS DOCDEPO.COM
12/20/99

Altris Software, Inc. unveiled DocDepo.com ("DocDepo"), the new business unit that delivers documents over the Internet utilizing the ASP model. Altris will employ its new e-Business product, eB, as the core software for DocDepo. Altris is aggressively pursuing partnerships with ASPs to deliver DocDepo capabilities. The rapidly developing ASP model will deliver benefits to customers in Altris' vertical markets, freeing them from the time-consuming burden of technology management and allowing them to better focus on their main business issues. The ASP, with DocDepo will provide access to documents within e-Commerce applications such as Customer Relationship Management, Supply Chain Management, Financial, ERP, and Human Resources. www.altris.com

DOCUMENTUM INTRODUCES ARCHITECTURE, PARTNERS WITH IBM
12/20/99

Documentum, Inc. introduced its Open Content Architecture (OCA). The OCA framework is a fundamental part of the extensible Documentum 4i platform and allows customers to power any enterprise or e-commerce application with live, trusted content. Addressing the speed, flexibility and rich feature requirements demanded by eBusiness initiatives, Documentum 4i's open architecture enables companies to leverage existing technology investments and implement new technology. Documentum's Open Content Architecture integrates with eBusiness

technologies through a series of Live Content Adapters. There are several Live Content Adapters already available for enterprise and desktop applications including Lotus Notes, Microsoft Exchange, SAP R/3 and PeopleSoft. The next Live Content Adapters that Documentum will make available will integrate key e-commerce platforms and Web application servers, such as IBM's WebSphere, BEA Systems' WebLogic, the Broadvision One-to-One family of eBusiness Applications and ATG Dynamo. In addition, Documentum is developing Live Content Adapters for popular Web authoring tools, such as Microsoft FrontPage and Macromedia Dreamweaver. Documentum also announced that as part of the IBM PartnerWorld for Developers Program, Documentum will integrate IBM WebSphere with its Documentum 4i solution and will receive co-marketing support for the solution from IBM.www.documentum.com

ILANGUAGE.COM ANNOUNCES ALLIANCE WITH RIFFAGE.COM
12/17/99

iLanguage.com announced a localization and marketing agreement with Riffage.com. iLanguage.com will translate Riffage.com Web site content into eight languages: Spanish, French, German, Italian, Portuguese, Japanese, Chinese (PRC), and Korean. In turn, Riffage.com will feature iLanguage.com as its translation partner and engage in specific international marketing efforts (including Riffage.com's international search engine registrations and the issuance of Riffage.com's localized international news releases). Riffage.com has plans to fully localize the full site through future dynamic translation solutions as well as additional strategic partnerships. Riffage.com expects to provide localized e-mail newsletters, artist profiles, content and venue information as its international reach continues to grow. www.iLanguage.com, www.riffage.com

CMGI & AKAMAI ADD CROSS-COMPANY PARTNERSHIPS
12/17/99

CMGI Inc. and Akamai Technologies, Inc. announced a growing number of cooperative efforts to enhance the performance of company sites within the CMGI network. In addition,

CMGI and Akamai announced that it is their intention to collaborate to develop new technologies to create and deliver dynamic content and applications that serve the growing interest of both companies. CMGI-related companies currently partnering with Akamai include NaviSite, AltaVista; 1stUp.com, and NaviNet, as well as @Ventures portfolio companies Mondera.com and Furniture.com. Through a strategic technology partnership with Akamai, NaviSite offers customers access to an end-to-end content distribution system combined with application and server management services, and is the provider of Akamai's FreeFlow to CMGI companies. Working together, several CMGI companies are collaborating with Akamai to develop new technologies that will provide intelligent decision-making capabilities at the edges of the Internet network to create and deliver dynamic content and applications. These projects will involve the joint development of applications to deliver and market services such as targeted advertising, dynamic page and content assembly, application delivery or usage research and analysis services, based on services now contained within the CMGI and Akamai networks. Akamai announced the introduction of its Edge-Advantage platform that will enable applications to be delivered from the edge of the Internet, ensuring the same consistency and reliability available through Akamai FreeFlow service. www.cmgi.com, www.akamai.com

ACTUATE SHIPS WEB DATA PUBLISHING SOLUTION
12/17/99

Actuate Corporation announced its Web data publishing solution, Actuate e.Reporting Suite 4, has been shipped to customers and partners. Actuate 4 enables users to navigate and search high-resolution, personalized content in e.Reports that are viewable in a pure browser no plug-ins, no Java download. Users can generate content on-demand or view cached content that has been created on a scheduled basis. Actuate 4 enables content developers to build e.Reports that access any data source, do any calculation, compose any layout, and integrate with any Web site. www.actuate.com

EPIC DATA RELEASES JAVA/XML-BASED WIRELESS APP FOR SAP R/3
12/16/99

Epic Data International Inc. announced the full product release of EPIConnect: Warehouse Edition, a shrink-wrapped software application for the SAP R/3 logistics system. EPIConnect is the first in a new generation of wireless applications developed with eXpresso, Epic Data's development environment based on XML and Java technologies. The eXpresso application development environment provides operating system independence for servers and mobile devices. On the server side, eXpresso enables application development for all major operating systems including Windows NT, UNIX and Linux. On a mobile device, eXpresso provides a rich application development environment for both 'thin client' and 'thick client' applications on DOS, Windows CE and the Palm operating system, as well as proprietary platforms. EPIConnect's simple user menus allow a worker with no training in SAP R/3 to enter data into the host ERP system. This makes it ideal for use in warehouse operations that require paperless receiving, storage and shipment of raw materials and finished goods. By linking shop floor operations to the ERP system, EPIConnect provides a critical component of e-commerce-real-time data.
www.epicdata.com

OASIS PUBLISHES DRAFT SPEC FOR XML.ORG REGISTRY & REPOSITORY
12/15/99

OASIS announced public availability of the OASIS Draft Registry and Repository Technical Specification. The new OASIS Specification will be used in building the XML.org Registry & Repository and will contribute to the infrastructure needed for deploying interoperable XML repositories across the Web. The OASIS Draft Registry & Repository Specification is being well received by leading industry standards organizations, including the Object Management Group. The OASIS XML Registry & Repository Technical Committee includes representatives from Arbortext, Commerce One, DataChannel,

Documentum, DMSi, Dun & Bradstreet, Enigma, Extensibility, IBM, Isogen, Oracle, STEP, Sun Microsystems, XyEnterprise and others. The OASIS Draft Registry and Repository Technical Specification is available on www.oasis-open.org/html/rrpublic.htm

OASIS TO HOST XML-DEV LIST
12/15/99

OASIS unveiled plans to host the XML-DEV mail list through its industry portal, XML.org. Since 1997, XML-DEV has served as an open, unmoderated list supporting XML implementation and development. In the closing plenary of the XML 99 conference today, Prof. Peter Murray-Rust of the University of Nottingham (UK) announced that XML-DEV, presently hosted by Imperial College (UK), will soon become an OASIS resource. XML-DEV, which has global membership of approximately 1500, averages more than 1200 postings a month from XML developers around the world. It emphasizes active participation through code development, creation of protocols and specifications, and other material contributions such as reference resources. The XML-DEV transition to OASIS will take place over the next few weeks and details will be announced on XML-DEV and the OASIS web sites, www.oasis-open.org and http://xml.org

COREL PARTNERS WITH BITSTREAM ON FONT SUPPORT FOR LINUX
12/15/99

Bitstream Inc. and Corel Corporation announced that Corel has licensed a Linux font server currently being developed by Bitstream. Corel will integrate this font server into the office and graphics suites that it is currently developing for Linux. Bitstream's new Linux font server can render PostScript Type 1 fonts, in addition to TrueType and other industry standard font formats. It also succeeds at making fonts on the Linux OS user friendly by providing robust and intuitive font management that is comparable to what is currently available for the Windows or Macintosh operating systems. The new Bitstream technology will help the Linux platform overcome one of its most significant barriers to acceptance in the desktop market.
www.bitstream.com, www.corel.com

OPEN APPLICATIONS GROUP TO DELIVER STANDARDIZED RFQ IN XML
12/15/99

In an effort to ease integration and communications along the supply chain, Open Applications Group, Inc. (OAGI) will standardize RFQs in XML. SupplierMarket.com will lead the effort for OAGI to standardize RFQs in XML. www.openapplications.org, www.suppliermarket.com

TUMBLEWEED ANNOUNCES IME ALERT
12/15/99

Tumbleweed Communications Corp. announced IME Alert, an online communications application that a company can use to automatically send its customers sensitive, business-critical information about news and events as they occur. IME Alert is the newest application to integrate with Tumbleweed Integrated Messaging Exchange (IME), a set of products and services that leverage the Internet and existing e-mail networks to create a secure communications channel for e-business. Tumbleweed customers have chosen the IME platform because its infrastructure provides a valuable online communications channel with advanced security features, tracking and auditing capabilities. IME Alert is customizable. Companies can create their own criteria determine what kind of Alerts to send to customers. More importantly, companies can invite their customers to make their own selections about what kind of Alerts to receive - customers can design their own value-added IME Alert service. A browser-based graphical interface allows a company to define types of Alerts to offer their customers. A flexible API integrates with external information sources for notification of defined events. Alerts can be delivered via e-mail, or programmed to be sent to a customer's pager. IME Alert messages can be sent with a range of security options, tracked from end to end, and delivered to an intuitive user-interface the recipient already uses. www.tumbleweed.com/solutions/ime_alert_overview.htm

TUMBLEWEED SIGNS-UP TOYO, HP JAPAN & TOKYO MATSUSHITA COMPUTER AS PARTNERS
12/14/99

Tumbleweed Communications KK, a subsidiary of Tumbleweed Communications Corp. announced that Toyo Information Systems Co., Ltd., Hewlett Packard Japan Co., Ltd., and Tokyo Matsushita Computer Corp. have become their partners to promote Tumbleweed Integrated Messaging Exchange (IME) to the Japanese market. Tumbleweed IME is a set of products and services that leverage the Internet and existing e-mail networks to create a secure communications channel for e-business. Toyo Information Systems plans to offer IME as part of its systems integration services and has also announced that it intends to outsource IME services to its customers. The company intends to offer a service called "Web Postman," targeted first to financial corporations and also to manufacturing and retail. HP Japan and Tokyo Matsushita Computer will become resellers, selling IME through their strong Japanese sales channels. HP is currently promoting its E-services business worldwide and sees IME as a solution for billing and delivery. HP will pursue channel sales using their strong business network, and Tumbleweed will provide technical support to their customers. Tokyo Matsushita first plans to sell IME through the sales organization of the Matsushita Group and is evaluating other new market opportunities. www.tumbleweed.com

BINARY EVOLUTION RELEASES VELOCIGEN 2.0
12/14/99

Binary Evolution, Inc. announced the release of VelociGen 2.0, an upgrade to their application server, which improves web server performance. The 2.0 release also includes extensions for parsing and manipulating XML documents. The most common cause of slow web site performance is the web server's inability to respond quickly, due to the bottleneck of CGIs accessing information from the database. VelociGen solves this problem by enabling the web server to respond at speeds that are 25 times faster than CGI scripts. This results in web customers receiving faster replies to their requests. VelociGen gains its speed advantages by main-

taining persistent Perl and Tcl processing engines, pooling database connections, and byte-compiling and caching scripts. As a web site's traffic increases, VelociGen's scalable, load-balancing architecture allows easy expansion of capacity to meet the demand. Applications based on VelociGen can be developed once on a single platform then deployed onto nearly any platform, any operating system and any database. VelociGen installs on UNIX and Microsoft NT Servers and interacts with database engines via industry-standard protocols such as ODBC and SQL. Perl and Tcl extensions exist for many commercial and freely available database servers including Oracle, Informix, Sybase, DB2, Mysql and Msql, or any other ODBC compliant database. Extensions also exist for manipulating GIF images and generating graphs and charts. VelociGen runs on Sun-Netscape iPlanet Web Server, Netscape Fasttrack/Enterprise Server, Apache, Microsoft IIS/PWS, O'Reilly WebSite Pro, or any other ISAPI compatible web server. Platforms supported are Windows NT Intel, Solaris SPARC, SGI IRIX, HP-UX, AIX and Linux Intel. www.binevolve.com

MERANT INTRODUCES NEW XML TECHNOLOGY
12/14/99

MERANT unveiled DataDirect Connect for XML. DataDirect Connect for XML reduces the amount of work required to implement XML for data integration, helping customers rapidly implement business-to-business systems. MERANT's new XML technology will be key to helping companies rapidly adopt XML, providing a way to exchange and integrate data across standard tools and applications like Microsoft Visual Basic, Seagate Info and Allaire ColdFusion. DataDirect Connect for XML provides SQL capabilities to applications accessing XML data, increasing customer flexibility, speeding deployment of new applications and leveraging existing skills and tools. DataDirect Connect for XML is one of the technologies fundamental to helping companies implement MERANT's Egility Data Integration solution for e-business. The MERANT Egility Data Integration solution combines products and services that help extend the effectiveness of data in the enterprise value chain, enabling rapid and dynamic access to integrated information for an organization's customers, partners, suppliers and employees.

MERANT Egility Data Integration empowers businesses for change by equipping them with a data integration strategy to respond to rapidly changing market dynamics. www.merant.com

BIDCOM TO CHAIR CONSTRUCTION/PROJECT MANAGEMENT WORKING GROUP FOR AECXML
12/14/99

Bidcom, Inc. announced that the company has been elected to lead the Construction/Project Management working group, one of six such groups that make up the aecXML Project. Larry Chen, chief technology officer at Bidcom, will chair the group on Bidcom's behalf. The aecXML Project www.aecxml.org is a building industry consortium founded by Bentley Systems in August 1999 to standardize the definition and exchange of architecture, engineering and construction (AEC) data. Based on XML, aecXML will use an XML schema to describe the information that is routinely exchanged between building industry professionals. Using this schema, industry companies will be able to share project information and conduct e-commerce across all software applications. More than 450 organizations worldwide are participating in the aecXML project. In addition to Construction/Project Management, aecXML working groups address the following areas: Design/Estimating/Scheduling/Cost Management, Product Catalogs, Procurement, Operations/Maintenance/Facility, Management, and Plant. aecXML is a framework for using XML in the architectural, engineering and construction industries. It includes an XML schema to describe information specific to the information exchanges between participants involved in designing, constructing and operating buildings, plants, infrastructure and facilities. The various software applications used by these participants can transfer messages formatted according to the aecXML schema to coordinate and synchronize related project information. In addition, a standard aecXML specification will facilitate e-commerce between suppliers and purchasers of equipment, materials, supplies, parts and services based on that same technical information. www.aecxml.org, www.bidcom.com

UNICAPITAL PUBLISHES INVOICING SCHEMA FOR COMMERCIAL EQUIPMENT FINANCING
12/14/99

UniCapital Corporation announced it has published an XML schema on Microsoft's BizTalk Web site that will enable commercial equipment leasing companies to exchange invoices with customers over the Internet. UniCapital expects that this schema will facilitate e-commerce in the $220 billion equipment leasing industry by providing companies with a universally compatible program for filing invoices electronically. By developing a standard e-commerce language for invoicing, UniCapital expects its schema to result in cost savings and increased operating efficiencies for equipment leasing companies and their customers. www.unicapitalcorp.com

AKAMAI & INTERNET COMPANIES TO CREATE PROTOCOL FOR DELIVERY OF E-SERVICES
12/14/99

A forum of Internet-focused companies announced a major initiative aimed at delivering value added services that leverage the Internet's infrastructure, increasing the intelligence and flexibility of networks. The goal of the forum is the cooperative review and consideration of ideas and concepts to create an open standards-based protocol - Internet Content Adaptation Protocol (ICAP) that is expected to be presented to the IETF early in 2000. The proposed standard will allow enterprises, content providers and ISPs to seamlessly conduct e-services such as targeted Web advertising, virus scanning, content filtering, data compression and language translation on any Internet access device. The ICAP Forum is hosted by Akamai Technologies and Network Appliance, and is joined by Internet companies including content delivery service providers, application and content developers, and Internet infrastructure companies. Forum members who have endorsed the drafting of the open protocol include: Allaire Corporation, Appliant, Inc., BroadVision, Cobalt Networks, Direct Hit, DoubleClick, eBuilt, eColor, Engage, Entera, Exodus, Finjan Software, Frictionless Commerce, Globix, Google, Inc., Id-

iom, Inc., InfoLibria, Ingeniux, iWeb.com, Inc., Lionbridge Technologies, Network Associates, Novell, N2H2, Open Market, Optibase, Oracle Corp., Pandesic, Predictive Networks, Rulespace, Secure Computing, SightPath, Trend Micro, Inc., Vignette Corporation, Websense, and WWWhoosh. Additional partners are welcome and can join by sending email to partners@i-cap.org. The development of ICAP is only an example of the specific work under way by participants in the forum, with an objective to have a draft for review (prior to submitting to the IETF) at the group's first meeting on February 14 in San Francisco. The first value added services solutions are expected to reach the marketplace in Q1 2000. www.i-cap.org.

IONA ANNOUNCES WAP SUPPORT
12/14/99

IONA Technologies announced that it plans to include support in IONA iPortal Suite for the WAP Forum's Wireless Application Protocol (WAP). Support for WAP will be built into IONA iPortal Server, a component of IONA iPortal Suite. IONA iPortal Server is a portal access and central control point that provides integration between front-end Internet applications and back-end systems, manages customized views of all internal applications, and provides reliable, secure and scalable access to internal and external applications. IONA iPortal Server provides the view into back-end enterprise applications by interoperating with IONA iPortal Integration Server, and new component-based application logic by interoperating with IONA iPortal Application Server. WAP support will be provided in the form of an Adaptive Runtime Technology (ART) plug-in. ART is a flexible, transport-independent architecture, which underlies all of the components of iPortal Suite. ART's flexibility alleviates iPortal Suite developers from having to maintain a separate set of WAP-formatted pages. iPortal Suite will check the end-user's protocol on login, and will automatically supply wireless device users with WAP-formatted content. www.iona.com

BRIDGES FOR ISLANDS ANNOUNCES BRAHMS B2BENGINE
12/14/99

Bridges for Islands, Inc. announced the availability of its XML-based BRAHMS B2BEngine. The new product connects previously disparate trading partners, enabling the automation of their business processes. Since BRAHMS B2BEngine is based on XML, its integration solution can meet the needs of any business integration scenario. Bridges' technology is based on a distributed communities architecture, which produces a highly robust and stable infrastructure. The BRAHMS B2BEngine solution bridges the different information sources, operating systems and platforms and allows for rapid integration. As a result, BRAHMS B2BEngine provides the means for trading partners to achieve real-time integration across their entire supply chain, and enter the e-Business age with minimal changes to their core IT infrastructure.
www.b4i.com

SOFTLOCK.COM ENTERS EBOOK MARKET WITH OVER 100 EBOOKS
12/14/99

SoftLock.com, Inc. announced it's active role in the securing, marketing, and selling of eBooks across the Internet. SoftLock.com's expansive collection of over 100 eBooks are available in topics ranging from business and finance to sports and travel, including fiction, nonfiction and reference from authors such as Lewis Carroll, Mary Shelley and Virginia Woolf. SoftLock.com's initial group of eBook publishers include AIL/New Media Publishing, Arrose Enterprises, Best Solutions, Boson Books, Clear Springs Press, Exemplary/OmniMedia Digital Publishing, Invisible Path Publishing, LifeQuest, Novelwriter.com, Roger White Associates, and John Zakour Publishing. EBooks can now be sampled, instantly purchased and passed from one interested reader to another. EBook publishers can be secure in the knowledge that their intellectual property will not be pirated, because SoftLock.com's patented system builds copyright protection right into the eBook. When passed-along, the document automatically re-locks itself, allowing the Consumer to view the enticing sample of the eBook. The document will not re-open until the Consumer purchases

the full eBook, and will once again automatically re-lock when that Consumer finds the eBook compelling enough to pass along. This complete, turnkey e-commerce solution allows publishers to profit from the widespread electronic distribution of their secured eBooks.
www.softlock.com.

DOCUMENT SCIENCES ANNOUNCES TRANSACTIONAL WEB PRODUCT
12/14/99

Document Sciences announced the general availability of DLS Web Express, the latest version of its Document Library Services (DLS) product. DLS Web Express now provides users an end-to-end solution for compliance document management and production in traditional print and electronic web distribution environments. DLS Web Express supports on-demand transactional creation of highly personalized documents in a three-tiered Web Server environment. With DLS Web Express, users can design complex document automation applications using a Windows interface and Microsoft Word. These applications and the DLS Web Express transactional client are integrated into a Web Server environment using any of today's Web programming technologies like Active Server Pages (ASP), Java, and Cold Fusion. The output of DLS Web Express produces multiple file formats from a single source of input. Documents are generated in the web-standard HTML format for format-independent applications, and in Adobe's PDF. www.docscience.com

MESSAGEMEDIA TEAMS WITH R.R. DONNELLEY
12/14/99

MessageMedia Inc. announced it has signed an exclusive agreement with R.R. Donnelley Online Services, the Internet solutions group of R.R. Donnelley & Sons Company. Under the agreement, MessageMedia will offer e-mail-based newsletters to customers of R.R. Donnelley Online's ePublish, a program designed to allow magazine publishers to quickly develop a quality web site and online presence. ePublish (www.rrd-epublish.com) will design, build and run web sites for magazine companies, incorporating tools and technology that are centered on content management, community building

and commerce. The program brings technology and functionality to its product platform to meet the demanding needs of magazine publishers and online users.
www.messagemedia.com

INTERWOVEN & NET.GENESIS PARTNER FOR ANALYSIS-DRIVEN CONTENT MANAGEMENT
12/13/99

Interwoven, Inc. and net.Genesis Corp. announced a partnership and a combined solution, which drives changes in Web site content based on real-time site analysis. This solution will enable Interwoven TeamSite customers to target Web content based on the e-customer intelligence from net.Genesis net.Analysis reports. The combined solution will empower business managers to identify their most compelling content for particular customers and make timely changes to Web content in a controlled environment. For example, an eRetailer may test several different layouts for an online catalog and use information provided by net.Analysis to determine the most effective layout for turning lookers into buyers. Based on these results they will be able to make the appropriate revisions through TeamSite. www.netgen.com, www.interwoven.com

This kind of integration of real-time data and other content is something you will see a lot more of in the next year. Notice that this is just the kind of capability we discuss as important for Stage 3 e-commerce solutions in our main article this month.

HP POSTS E-SPEAK CODE AS OPEN SOURCE
12/13/99

Hewlett-Packard Company has made its e-speak source code freely available to software developers and the public via the Internet at www.e-speak.net. More than 1,000 software developers are working with HP to develop applications on

the e-speak platform; HP also is working with more than 100 business partners to create e-speak services. Examples of such businesses include an engineer dispatch e-service by Ericsson and a multimedia broker for training services by Helsinki Telephone. E-speak, announced by HP in May, is an Internet software technology platform developed by HP Labs designed to revolutionize the way people and businesses use the Net. Much like how HTML made it easy for people to find and access information anywhere on the World Wide Web, e-speak will make it possible to request and locate services on the Net. The e-speak development project is leveraging existing technologies and standards. Therefore, even some of the innovations in e-speak, such as the specification of negotiation policies and contracts that programs can understand and execute, use existing standard protocols such as XML. E-speak complements device-to-device communication, such as HP's Chai, Sun's Jini and Microsoft's UpnP. E-speak leverages key collaborative technology-standardization efforts, such as RosettaNet, ontology.net and Microsoft's BizTalk. E-speak utilizes open technology standards on the Internet, including XML, LDAP, HTTP, WAP, SSL, SLP and SNMP. www.hp.com

INTERWORLD & INTERWOVEN PARTNER
12/13/99

InterWorld Corporation announced a strategic partnership with Interwoven, Inc. InterWorld's Dev Station 3.0, an integrated development environment for developers and systems integrators, and InterWorld's Design Station 3.0, an integrated environment for Web designers and content authors, will include pre-built adapters for Interwoven's, TeamSite — a product built specifically for enabling the creation, production and management of Web content. These adapters enable out-of-the-box integration with Interwoven TeamSite software.
www.interwoven.com, www.interworld.com

An important question to ask your commerce server provider is just what they are doing for content management. Many vendors mention they support content management, but there are widely varying levels of functionality.

FOURTHCHANNEL & OBERON FORGE PARTNERSHIP
12/13/99

fourthchannel customers can now easily link the Internet company's e-commerce selling solutions to dozens of front- and back-office applications, thanks to a strategic partnership with Oberon Software Inc.. The new arrangement brings together fourthchannel, inc. with Oberon Software Inc. to provide a complete Internet Business Environment (IBE) for mid-market manufacturers and distributors. Oberon's e-Enterprise Integration Platform provides the means for fast and complete integration with numerous front- and back-office applications and information-sharing technologies. This includes enterprise applications such as J.D. Edwards, Ariba, Manugistics, SAP, Oracle, Siebel, Peoplesoft , and Baan , as well as technologies such as IBM's MQSeries and XML, without costly and time-intensive custom programming. Integration between fourthchannel Release 2.0 and Oberon's e-Enterprise integration platform will be available in the first quarter of 2000 through fourthchannel's existing sales channels. www.oberon.com, www.fourthchannel.com

NEW MANAGEMENT-SPECIFIC XML APP FROM MANAGE.COM
12/13/99

A "dialect" of XML specifically designed to let on-line businesses and service providers manage the delivery of services to their customers across extranets has been developed by Manage.Com. The new manageXML language enables users of Manage.Com's FrontLine e.M eBusiness management software to create a set of document-like descriptions of managed objects, including Internet infrastructure devices, transactions and business processes. The documents, which establish inter-object relationships and dependencies, supply FrontLine e.M with the basis for provisioning services and taking corrective action. manageXML can model not only physical objects but also logical entities. This is essential in representing logical objects such as managed services, for example, and modeling eCommerce sessions that simulate a user's progress through a series of transactions. manageXML has four major components: object data sources, object definitions, service man-

agement logic and service control panels. manageXML Included with manageXML is an Authoring Kit that provides software tools, templates, examples and documentation designed to facilitate the creation, validation and testing of manageXML documents. Key components of the kit include manageXML authoring tools, which help vendors and integrators wishing to build new manageXML documents using previously defined vendor-specific documents or transfer managed definitions originally created as SNMP MIBs; the manageXML static validator, which ensures correct syntax and format of documents created in manageXML; and a manageXML object validator, which enables correct formation of manageXML documents. manageXML and the manageXML Authoring Kit are available free of charge to users of Manage.Com's FrontLine e.M software. In addition, an initial set of manageXML documents, developed by Manage.Com, is available now for six managed objects: Windows NT, IIS, SQLServer, Microsoft Exchange, MIB II and the Cisco 2500/7000 routers. A second set of documents, to be available in January, will cover HTTP transactions, UNIX, Oracle, Apache, Netscape Enterprise Server, Check Point Firewall-1, POP3, Cisco Catalyst 5000 and Cisco PIX Firewall. www.manage.com

HR-XML FRAMEWORK CONSORTIUM TO DELIVER STANDARDS FOR STAFFING & RECRUITING
12/13/99

The HR-XML Consortium announced that more than 25 organizations have endorsed an XML framework designed to enable web-based workforce management and recruiting services. Based on open, business-to-business e-commerce models, these next- generation workforce management and recruiting services promise to deliver employers greater ROI for their staffing expenditures, while giving HR and staffing vendors new opportunities for growth and profit. The HR-XML Consortium is a newly formed non-profit group dedicated to the development and promotion of standardized human-resources-related XML vocabularies for enabling business-to-business e-commerce and the automation of inter-company exchanges of human resources data. Staffing and Recruiting is

the first of many HR areas that the HR-XML Consortium will standardize. www.icarian.com

ART TECHNOLOGY GROUP & NET.GENESIS ANNOUNCE ALLIANCE
12/13/99

Art Technology Group, Inc. and net.Genesis Corp. announced a strategic technology and joint marketing alliance aimed at providing companies with the business-critical information necessary to increase the effectiveness of business-rule driven Web site interactions. As part of the alliance, the two companies will develop and market a custom release of net.Genesis' net.Analysis applications, including net.Instrument for Dynamo and CartSmarts for Dynamo, that will provide the business manager with the tools necessary to capture, measure and correlate online behavior on Web sites based on ATG's Dynamo product suite. The combined solution will allow visitor actions and events that occur within Dynamo to be captured and analyzed, enabling businesses to improve strategic and tactical decision making about marketing, selling and supporting products online. The solution will allow personalization-driven business rules generated from within Dynamo to be quickly and accurately adjusted based on net.Analysis' data collection and analysis capabilities to enhance the effectiveness of personalized Web-based interactions. A business manager can then use this analysis to develop refined content targeting rules, navigational flows, content groupings and categorization, targeted product offerings and other personalization business rules. By tailoring site content and features in such a manner, businesses can satisfy the preferences of their most valuable customers, improve the conversion of customers, and build loyalty based upon understanding the customer's key factors and influences on his or her purchase decision-making. www.netgen.com, www.atg.com

See our previous comment on the integration of content and real-time data.

ARCADIA TECHNOLOGY BECOMES ARCADIAONE, ANNOUNCES ESYNDICATION SOLUTION
12/10/99

Arcadia Technology announced the change of their name from Arcadia Technology to arcadiaOne. At the same time, the company has introduced a solution to automate the process of content syndication and aggregation. arcadiaOne's "eSyndication" solution is an application that gives businesses the opportunity to exchange key content with their partners in an automated, efficient, and scaleable way, opening up new doors for eRevenue business opportunities. www.arcadiaone.com

ONTOLOGY.ORG JOINS UNITED NATIONS & OASIS ON EBXML
12/10/99

Ontology.Org, an independent research organization founded by Computer Sciences Corporation announced its support for and participation in the Electronic Business XML Initiative (ebXML), an open, vendor-neutral initiative to establish a global technical and semantic framework that will enable XML to be utilized in a consistent manner for the exchange of e-business data. ebXML is a joint effort of the United Nations CEFACT, a U.N. body whose mandate covers worldwide policy and technical development in the area of trade facilitation and e-business, and OASIS, a non-profit, international consortium dedicated solely to product-independent data and content interchange. Ontology.Org, founded in May 1998, is committed to improving XML practices through the adoption of knowledge engineering techniques and shared ontologies, which has become an important topic in the development of business-to-business commerce on the Internet. Ontology.Org has joined with more than 120 representatives from such varied organizations as ACORD, Accredited Standards Committee (ASC) x12, Commerce One, CSC, DataChannel, DISA, UN/EDIFACT, IBM, OAG, Oracle, and Sun Microsystems to launch the ebXML initiative. www.ontology.org

EXTENSIBILITY'S XMLSCHEMA.COM GOES LIVE
12/9/99

Extensibility Inc. launched XMLschema.com — a Web site that provides ubiquitous access to automated processors for the management and exchange of e-business grammars. Initial services provided on the site include Extensibility XML schema validation and conversion services. Users can test XML schemas for syntactical validation and receive reports confirming validity or reporting errors. Users can automatically convert their XML schemas into other schema dialects, enabling exchange of XML grammars across heterogeneous environments. Initially, XMLschema.com will support Microsoft's XDR and BizTalk, Commerce One's Common Business Library and SOX schema dialect and DTDs. XMLschema.com services are available for users to access free of charge until February 2000. Automated processing facilities are commercially available. www.extensibility.com

THE E-CONTENT COMPANY & SALIENCE ANNOUNCE STRATEGIC PARTNERSHIP
12/9/99

The e-content company, a division of Interleaf, Inc. announced a new addition to their roster of international e-Partners. Salience Netherlands, a consultancy that specializes in XML-based technology will collaborate with the e-content company to deliver e-business solutions with BladeRunner. Salience will work closely with the e-content company in the Netherlands to help companies realize the value of their content to drive e-business initiatives. www.xmlecontent.com

MACROMEDIA SHIPS DREAMWEAVER 3
12/9/99

Macromedia, Inc. shipped Macromedia Dreamweaver 3, its professional Web authoring environment. Dreamweaver, which can be easily extended and customized using HTML, JavaScript, XML, Java and C, enables third-party developers to easily modify Dreamweaver to create applications tailored for their needs.

Dreamweaver extensions deliver interoperability with application servers, media extensions, databases and software solutions providers. www.macromedia.com

PIXO JOINS WAP FORUM
12/9/99

Pixo, Inc. announced it has joined the WAP Forum as part of its drive to offer the broadest support for Internet standards in the wireless industry. Through its support of WAP, Pixo gives high-volume mobile phone manufacturers increased flexibility and a means to ensure easy integration of third-party WAP applications. Pixo's software platform can accommodate both a WAP browser for use in accessing specialized WAP-based content and services as well as Pixo's own HTML browser. While WAP networks are expected to proliferate in the near future, many wireless networks are expected to be upgraded in the next year to packet data standards compatible with an HTML approach, such as GPRS and CDMA-2000. As a result, Pixo is well positioned to provide wireless Internet support, regardless of the technologies involved. www.pixo.com

INFORMATIVE GRAPHICS INTRODUCES BRAVA!
12/9/99

Informative Graphics Corp. introduced Brava! 2.1 — a 100 percent Java-based drawing and document collaboration application designed for business-to-business commerce. This product optimizes Java for viewing performance with CAD and image file formats, and it now offers a Java Bean interface to enable embedding into an array of web-based collaboration solutions and Project Web Sites. Brava! allows users, collaborators and contractors to share information and exchange ideas without requiring the same hardware platform, native software application or browser. With Brava! users can now view and share ideas using drawings and image documents over intranets and the Internet. Brava! is the second generation of jMYRIAD technology. It includes significant new functionality directed at web-based collaboration, including: Enhancements for viewing and printing of native CAD and image formats; Performance improvements (data compression) for lower bandwidth connections; High resolution printing

to A and B size devices; Metadata-based print and watermark banners; Ability to interactively browse and load drawings & document files from the shared server; Bean interface to build integrations to E/PDM or embed into other Java/web-based collaboration solutions; and support for an optional print/plot server for native Windows driver printing/plotting at scale or a percentage of scale www.infograph.com.

CIC INTRODUCES SIGN-IT 2.0 FOR ACROBAT
12/9/99

Communication Intelligence Corporation ("CIC") announced that it released a new version of its e-signature solution with support for Palm handheld devices. Sign-it 2.0 provides enterprise customers with a solution for secure electronic document approval and on-line transactions within Adobe Acrobat 4.0 for applications such as document workflow, contract execution, and e-commerce. CIC has seen a trend toward electronic service providers subsidizing the device costs to purchasers of their services, similar to the current cellular phone industry. Some financial institutions and on-line providers may soon be providing handheld devices with Internet access, such as the Palm VII wireless organizer, to their customers to encourage an increase in transactions while offering them the convenience of mobile access. Sign-it 2.0 will offer a cost effective and reliable means to both secure and authorize transactions and documents electronically whether in the enterprise or a mobile environment. www.cic.com

GOTOWORLD.COM OFFERS FREE UNIVERSAL TRANSLATOR DICTIONARY
12/8/99

GoToWorld.com announced the launch of their Universal Translator Dictionary, an online translation dictionary offering translation in 33 languages. While most translation dictionaries focus on translating from or into English, Universal Translator Dictionary can translate directly between any of 33 languages, allowing both English and non-English speakers access to a multitude of languages. The result is instant understanding and comprehension of information. GoToWorld.com's free Universal Translator Dictionary and Universal Translator Messenger are available at www.GoToWorld.com

WAP FORUM & W3C TO WORK TOGETHER
12/8/99

The Wireless Application Protocol (WAP) Forum and the W3C announced a formal liaison relationship to define next-generation Web specifications that support the full participation of wireless devices on the World Wide Web. The WAP Forum and W3C are working together to develop a common process of producing next-generation, XML-based Web specifications, define testing and implementation processes, and promote these specifications to the industry at large. By working together, the WAP Forum and the W3C will enable wireless devices to participate as full peers in the universal information space of the Web, largely through the incorporation of WAP's Wireless Markup Language (WML) features into the W3C's XHTML, the next-generation markup language for the Web. Coordination between the two bodies began this week in Sydney, Australia, in conjunction with the WAP Forum's members meeting. The WAP/W3C coordination committee will meet on a regular basis to maintain consistency between the specifications of the WAP Forum and the W3C, promote common specifications wherever possible, and enable cooperation between the working groups in the WAP Forum and the W3C. Work items include the joint work on XHTML; compatibility with SMIL, the Synchronized Multimedia Integration Language; ensuring user control over privacy information; and CC/PP, a universal device profiling system based on W3C's RDF Metadata technology. The two organizations are also producing a joint workshop in position-dependent information services, to be held in Sophia-Antipolis, France, in February 2000. The WAP Forum is dedicated to enabling advanced services and applications on wireless devices. The W3C is dedicated to leading and advancing the development of the World Wide Web. Together, the two organizations will face the technical challenge of mobile access to information on the Web. WAP Forum and W3C will coordinate on the future development of XML applications and in content adaptation through the use of vector graphics and style sheets. Instead of developing diverging

sets of solutions, it is the intent of both groups to find common solutions that will address mobile requirements. www.w3.org, www.wapforum.org

Hopefully this collaboration won't get bogged down in the bureaucracy and politics that often afflicts these kinds of arrangements. One thing to watch out for is overloading a specification beyond usability. Keep WAP simple!

WYSDOM INC. ANNOUNCES MEMBERSHIP IN WAP FORUM
12/8/99

Wysdom Inc. announced it has joined the WAP Forum. WAP Forum members represent over 95% of the global handset market, carriers with more than 100 million subscribers, leading infrastructure providers, software developers and other organizations providing solutions to the wireless industry. The WAP Forum includes other wireless industry leaders such as Ericsson, Nokia, Motorola and Microsoft. By increasing the ease of communication with the mobile user, the standards developed by the WAP Forum are a catalyst for making the wireless Internet a reality. Wysdom's WAPvision product suite is a rapidly deployable turnkey solution that will allow any e-business to establish a wireless presence and extend its services to the mobile user. As a fully adaptable and customizable solution, the WAPvision suite provides the flexibility and scalability required to deliver value added Internet content from e-businesses to wireless end-users. www.wysdom.com

MICROSOFT, & ERICSSON ANNOUNCE STRATEGIC PARTNERSHIP
12/8/99

Microsoft Corp. and Ericsson announced a strategic partnership to develop and market end-to-end solutions for the wireless Internet, based on a shared vision of convenient and fast access to information anytime, anywhere, from any device. Ericsson and Microsoft will form a joint company to market and deliver mobile e-mail solutions for network operators. Ericsson will own the majority share of the new company. As part of the partnership — the first between the two companies — Ericsson will provide its WAP stack to Microsoft and will adopt Microsoft

Mobile Explorer for feature phones. The joint company will focus on building, marketing and deploying solutions that utilize Microsoft Windows NT Server and Exchange platforms, and Ericsson's infrastructure and mobile Internet technologies. Microsoft and Ericsson also agreed to collaborate in their support of developing open industry standards — including Universal Plug and Play (UPnP), WAP and Bluetooth. The new dual-mode microbrowser displays both HTML and WAP 1.1-compliant content, thus eliminating the need for operators and developers to choose between technologies. Microsoft Mobile Explorer is a modular mobile phone platform for enabling secure corporate data access, e-mail, Internet, location-based services and electronic commerce from feature phones and smart phones. www.ericsson.se/pressroom, www.microsoft.com/presspass/

INTUIT & MICROSOFT PROPOSE NEW FEATURES FOR OFX 2.0
12/8/99

Intuit Inc. and Microsoft Corporation announced proposed additions to the next version of the Open Financial Exchange (OFX) specification. The new features would include 401(k) extensions, 1099 capability and transfers between brokerage accounts. In addition, the companies are proposing XML compliance in version 2.0 and intend to make the new version backward compatible with OFX 1.0.2, OFX 1.5.1 and OFX 1.6, the versions widely used by financial services companies today. Finally, Intuit and Microsoft have indicated that they will propose adding insurance data and transactions in subsequent versions of OFX. Intuit and Microsoft are actively engaged with the Interactive Financial Exchange (IFX) Working Group to support the creation and rollout of the IFX standard. At whatever point IFX becomes established and a certification process exists for high-quality implementations, Intuit and Microsoft plan to work closely with the IFX Working Group to create a migration path for existing OFX Solution Providers and to preserve the existing investment in OFX by these companies. This will be important as the number of financial institutions and technology providers that use OFX continues to grow, because OFX is here now, it works, and these companies have relied on OFX to bring their online financial services offerings to market quickly. Intuit is drafting the pro-

posed 2.0 specification and will submit it to Microsoft and CheckFree for their review and input. Together, the three companies develop and maintain the OFX specification. Intuit is targeting release of the specification in Q1 2000. www.intuit.com, www.microsoft.com

WEBMETHODS & KPMG INTRODUCE SOLUTION TO STREAMLINE ROSETTANET IMPLEMENTATIONS
12/8/99

webMethods, Inc. and KPMG LLP announced a joint software and services solution for implementing B2B e-commerce initiatives based on the RosettaNet standards. RosettaNet's primary goal is to streamline the information technology supply chain and to improve the flow of critical information allowing information technology supply chain partners to fully leverage e-commerce applications and the Internet as a B2B e-commerce tool. This joint offering is specifically designed to address the needs of RosettaNet's key constituents—resellers, distributors and manufacturers. Through this relationship, webMethods and KPMG have developed a solution to help companies meet RosettaNet's objectives for February 2, 2000 and lay a foundation that will carry these companies through to production. www.kpmgconsulting.com, www.webMethods.com

VERSANT RELEASES UPGRADES & ANNOUNCES VXML TOOLKIT
12/8/99

Versant Corporation announced enhancements to its suite of software products for Enterprise Java Bean (EJB) compliant development environments, plus an early developer release of the Versant XML (VXML) Toolkit. VEC 2.1 now supports IBM's WebSphere 3.0, IBM's most current family of application servers. Versant's early developer release of the VXML toolkit allows Versant's ODBMS product to be used in applications based on emerging Internet corporate data interchange standard, XML. The VXML toolkit allows XML content to be cached in the middle-tier as objects, thereby leveraging Versant's ODBMS product as a platform for transactional,

fault-tolerant eBusiness applications. WebSphere 3.0 Advanced Edition brings improved deployment of EJB technology, application-level security for EJBs, and the IBM SecureWay Directory, which provides LDAP availability to other LDAP-enabled directories. WebSphere 3.0 also includes advanced XML support, to enable easier, standardized exchange of data between multiple web sites. VXML toolkit includes the XML parser, XSLT for content translation, XML/object mapping tools and APIs. VXML is available from the Versant web site as an early developer release. Commercial availability is scheduled for Q1 2000. www.versant.com

TSA TO RESELL INTRASPECT
12/8/99

Intraspect Software, Inc announced that tSA Consulting Group has agreed to a strategic alliance to resell Intraspect Knowledge Server 3.0. tSA's major objective is to provide their customers with intelligent E-Business solutions that enable information sharing and collaboration among knowledge workers. IKS integrates with tSA's existing infrastructure, and also enhances the Microsoft desktop, by providing collaborative knowledge management capabilities that integrate with and leverage Microsoft technology. www.intraspect.com

REUTERS TO USE XML FOR NEWS
12/8/99

Reuters is to introduce NewsML to present its news services. NewsML is an open standards-based format for the creation, transfer and delivery of news. It is based on the XML. Reuters has taken the initiative in the creation and adoption of NewsML through the International Press Telecommunications Council (IPTC). The IPTC recently established a programme, IPTC 2000, which will deliver a single XML-based format for managing news production. An increasing number of Reuters subscribers are establishing themselves on the Internet and requesting delivery in XML. www.reuters.com

Hmmm... We might try this ourselves.

DSML FOR E-COMMERCE & DIRECTORIES PUBLISHED
12/7/99

Bowstreet delivered a universal directory service language for the Internet to three key Internet standards bodies. This language, called Directory Services Markup Language (DSML), is supported by the collective efforts of IBM, Microsoft, Novell, Oracle, and the Sun-Netscape Alliance. By helping establish directories as the infrastructure for e-commerce applications, DSML enables easy sharing of valuable business data and processes within and across company boundaries. DSML will also accelerate the industry shift toward business-to-business applications built on Web services, modular units of software functionality located anywhere on the Internet. DSML and Web services will enable companies to develop dynamic e-commerce Web sites that can uniquely meet the needs of a company's customers and business partners. The DSML 1.0 specification submission enables different vendors' directory services to work together more easily by describing their contents - including data about people and computing resources - in XML. The announcement keeps the working group's July 12 promise to reach consensus on a draft standard this year. The six companies turned over the DSML 1.0 specification draft to OASIS. In an effort to gain rapid and widespread acceptance, DSML 1.0 information is also being provided to the W3C and Biz-Talk. The DSML effort builds upon Bowstreet's work over the past two years on the Bowstreet Web Automation Factory, a system for dynamically creating, managing, and linking mass-customized Web sites for B2B e-commerce. www.dsml.org, www.bowstreet.com

We've said this before, watch this.

SOFTQUAD RELEASES XMETAL 1.2
12/7/99

SoftQuad Software Inc. announced the release of XMetaL 1.2, a free upgrade for its advanced, yet easy-to-use, XML authoring solution. The upgrade increases XMetaL's performance and productivity for users of all skill levels, and provides powerful new tools for publishing XML

documents to the Web. For content authors, XMetaL 1.2 includes a number of performance and productivity enhancements, including improved table handling, improved CSS rendering, improved spell checking and more intuitive editing functions. To help organizations produce Web-ready HTML from XML documents, XMetaL 1.2 includes a built-in XSL transformation engine. The engine is implemented as an XSLT COM object, which developers can access through scripts. Using XSL stylesheets, XML documents can easily be transformed to HTML for output to a browser or a file. In addition, developers can use the XSLT COM object for performing other complex document transformations on the fly, directly within XMetaL. Other improvements now found in XMetaL 1.2 give developers the ability to automate more processes to increase productivity when authoring XML documents. These include: Broader Event Trapping and Scriptable Entity Creation. XMetaL 1.2 is available December 10th as a downloadable upgrade for registered users of XMetaL 1.0. New users can purchase XMetaL 1.2 for $495.00 (U.S.) per single user license. www.softquad.com

SOFTQUAD ANNOUNCES INTEGRATOR, VAR & OEM AGREEMENTS FOR XMETAL
12/7/99

SoftQuad Software Inc. announced the signing of five new XMetaL channel agreements - AGRA Systems Limited, American Computer Innovators Inc., Datalogics Inc., Movement, Inc. and Software AG - that add to SoftQuad's network of over 70 VARs and OEMs in 13 countries. XMetaL has a familiar word processor-like environment, which makes it a broadly deployable solution that reduces training and implementation costs. XMetaL can increase performance, productivity and stability for users of all skill levels, while giving developers additional tools and functionality to create a more intuitive and integrated XML authoring environment. www.softquad.com

SUN ANNOUNCES AVAILABILITY OF XML API FOR JAXP & FORMATION OF DATA BINDING EXPERT GROUP
12/7/99

Sun Microsystems, Inc. announced the availability of the Java API for XML Parsing Optional Package ("JAXP"), and the formation of an expert group for the XML Data Binding project. The expert group for this project, which is going through the Java Community Process, consists of Allaire, Ariba, BEA/Web Logic, Bluestone Software, AOL/Netscape, Extensibility, Fujitsu, IBM, Object Design, Oracle, webMethods and Sun Microsystems. Sun's announcement of the Java technologies for XML provides universal application logic that complements XML. The Java 2 platform and XML are complementary technologies that each have common features critical for Web-based applications, including platform-independence, industry standards, extensible, reusable, and global language support. Together, the Java 2 platform and XML will allow enterprises to simplify and lower the cost of information sharing and exchange in Web applications. The JAXP Optional Package allows developers to easily build Java-based applications enabled by XML for e-commerce, enterprise application integration, and web publishing. An optional package is a standard Java API that is not part of the Java Runtime Environment but can be optionally added depending on specific application needs. JAXP is now in early access release and available free-of-charge at http://java.sun.com/xml. The final version of JAXP is scheduled to ship in the first quarter of 2000. The JAXP optional package provides basic functionality for reading, manipulating, and generating XML documents through pure Java APIs. Seamlessly integrated with the Java 2 platform, JAXP provides a standard way for a Java platform-based application to plug in any XML-conformant parser. While the reference implementation uses Sun's experimental high performing Java Project X as its default XML parser, the software's pluggable architecture allows any XML- conformant parser to be used, such as the xml.apache.org XML parser, code named Xerces. (For information on this community project to which Sun donated technology visit www.apache.org) Sun also announced the expert group of industry leaders within the JCP that is working to create XML Data Binding software for the Java 2 platform. This project,

code-named Project Adelard, will enable developers to deliver and maintain high-performance XML-enabled applications with a minimum of development effort. Project Adelard provides a two-way mapping between XML documents and Java-based objects along with a schema compiler tool. The compiler will automatically generate Java classes from XML schemas without requiring developers to write any complex parsing code. In addition, the compiler will contain automatic error and validity of checking of XML messages, helping to ensure that only valid, error-free messages are accepted and processed by a system. As with JAXP, Project Adelard is being developed through the JCP. Sun is working with the W3C XML Schema Group and other standards consortia, such as OASIS and XML.org. The specification and reference implementation for Project Adelard are under development by the expert group. Project Adelard will be available during the second quarter of 2000. www.sun.com

SUN'S FORTE FUSION EAI SUITE TO FEATURE ENHANCED SUPPORT FOR XSLT & JAVA
12/7/99

Sun Microsystems, Inc. announced that its Forte Fusion enterprise application integration (EAI) suite will feature enhanced support for XML and Java-based technologies that have emerged as the foundation for standards-based e-commerce solutions. Fusion uses an XML-based integration backbone and XSL for data integration. In addition, Sun announced that Forte Fusion will be enhanced to support Java technology-based adapters and Sun's Java Message Queue 1.0 enterprise messaging software, giving customers increased access to open technologies to dot-com their businesses. The Fusion XSLT Data Transformation Engine employs XSLT to solve the core data transformation problem at the heart of any EAI solution. To support the development of XSLT rules, the Fusion Workshop for XSLT provides a graphical interactive workshop for authoring and testing. These XSLT capabilities will be available in the beta release of Forte Fusion 2.0 scheduled for the first quarter of 2000. During 2000, Forte Fusion will be enhanced to support Sun's Java Message Queue 1.0 enterprise messaging software as a transport for its XML-based data integration backbone. Within Forte Fusion,

messaging services are used to link separate applications into the Fusion backbone, which in turn provides services for data transformation and connectivity into the Fusion Business Process Engine. Fusion's Java Message Queue support will complement existing support for HTTP and IBM's MQSeries. In the Forte Fusion architecture, adapters are application wrappers whose sole purpose is to XML-enable applications that are not equipped with native XML support. Adapters connect to the Fusion backbone through a message transport, while the backbone provides semantic integration through the transformation of XML with XSL rules. This approach ensures that adapters are lightweight, quick to develop and reusable as general-purpose XML adapters. www.forte.com/product/fusion

MICROSOFT ANNOUNCES FINALIZED BIZTALK FRAMEWORK
12/7/99

Microsoft Corp. announced availability of the BizTalk Framework Document Specification 1.0, an updated component of the framework based on XML schemas and industry standards for sharing information. Microsoft submitted the BizTalk Framework Document Specification 1.0 to the BizTalk Steering Committee — composed of vendors, standards bodies and corporate customers — for review in September. The committee finalized and published the document specifications on the BizTalk.Org Web site (www.biztalk.org). Any individual or organization can access the specifications and use them to implement e-commerce and application integration solutions using the BizTalk Framework. With the final version of the specification now available, corporate developers and independent software developers can immediately embark on the development of BizTalk-compatible applications. The BizTalk Steering Committee provides guidance on the future direction of the BizTalk Framework and includes American Petroleum Institute, Ariba Inc., The Baan Co., The Boeing Co., Clarus Corp., CommerceOne Inc., Concur Technologies Inc., Data Interchange Standards Association (DISA), J.D. Edwards & Co., Merrill Lynch & Co. Inc., Microsoft, New Era of Networks (NEON), The Open Applications Group (OAG), PeopleSoft Inc., Pivotal Corp., RosettaNet and SAP AG.
www.microsoft.com/industry/biztalk

XMETAL TO BE INTEGRATED INTO KILLDARA'S SECURE XML DEVICE
12/7/99

SoftQuad Software Inc. and Killdara Corporation announced a strategic alliance to integrate SoftQuad's XMetaL XML content authoring environment and Killdara's Paraphrase Engine. The integrated products will provide customers with a complete solution for creating XML documents and delivering them securely to the databases of business partners via the Internet. The Paraphrase Engine is a secure and intelligent XML-based network appliance. It can be easily connected to existing enterprise data sources such as databases, and configured to automatically generate XML reports from the data. The reports can then be delivered to trusted business partners using high-security, tamperproof Public Key Infrastructure (PKI) technology. Documents received from partners can likewise be authenticated, decrypted and delivered to users in the form of XML documents. www.softquad.com, www.killdara.com

BLUESTONE ANNOUNCES SUPPORT FOR JAVA 2 PLATFORM, ENTERPRISE EDITION
12/7/99

Bluestone Software, Inc. announced complete support across its entire product line for the Java 2 Platform, Enterprise Edition (J2EE), Sun Microsystems Inc.'s unified platform for developing, deploying, and managing enterprise-class software in a diverse corporate environment. Bluestone believes compatibility testing will demonstrate compliance with the J2EE specification for Bluestone's Total-e-Business comprehensive e-business platform, its Sapphire/Web Application Server infrastructure, and the Bluestone XML Suite Integration Server - all based on the Java 2 platform and XML standards. Bluestone's support of the JavaServer Pages (JSP) technology, the Enterprise JavaBeans (EJB) component architecture, and the Java Servlets API - core enterprise technologies which are unified in J2EE - simplifies enterprise application development by providing a comprehensive set of component services, and automatically handles many details of application behavior, without complex programming. Developers will also benefit from Bluestone's "in-process" methodol-

ogy for hooking JSPs to JavaBeans and EJBs, via an XML interface within a single Java Virtual Machine. By employing one Java Virtual Machine to execute application tasks, Bluestone enables e-business applications to run faster and more efficiently. www.bluestone.com

LEXICA RELEASES iLINGO XML SCHEMAS FOR INDUSTRY REVIEW
12/7/99

Lexica LLC announced that it has published a preview set of XML schemas on Microsoft's Biz-Talk.org and Lexica's iLingo.org Web sites. This is a comprehensive set of XML schemas that is specifically designed to empower the supply chain participants in the end-to-end automation of insurance selling and transaction processing. The new set of schemas, collectively called iLingo, provides the essential structural framework for deploying portable, robust transactional applications that enable business-to-business and business-to-consumer e-commerce. Once Version 1.0 is released in early 2000, iLingo will be freely available to any insurance or related financial services provider. Updates will be posted at www.ilingo.org and www.biztalk.org. www.lexica.net

DATALOGICS TO RESELL SOFTQUAD'S XMETAL
12/7/99

Datalogics announced a partnership with SoftQuad to resell XMetaL. With the addition of XMetaL to the product portfolio, Datalogics will round out its software solutions offering to include a comprehensive XML publishing solution encompassing everything from the authoring and editing of content to the output delivery and final publishing. Datalogics is known for its applications targeted at the high volume publishing market. Not only do these products offer high-speed composition and some of the most typographically sophisticated applications, but they also provide for flexible output delivery options. Customers are able to take one input source and generate multiple outputs including PDF, HTML, AFP, SEC Edgar, etc to support a variety of printer types as well as enable document delivery on the World Wide Web. With the addition of XMetaL, Datalogics will facilitate customer's ability to author and edit the

content of their documents. Since Datalogics composition products such as DL Pager, accept XML and SGML tagged input, the use of XMetaL in the authoring process can provide an efficient way for users to author XML content that can be used in DL Pager for print or web delivery. www.datalogics.com

HP'S DEEPCANYON PARTNERS WITH NORTHERN LIGHT
12/7/99

Northern Light Technology, Inc. and DeepCanyon announced a partnership agreement in which DeepCanyon will deploy Northern Light's search capabilities to enhance its customized market research. The agreement provides access to the World Wide Web and selected sources from the Northern Light Special Collection, an online business library of trade publications, journal articles, and industry and market research reports. When users are searching for market research at DeepCanyon, a Northern Light link appears on the search results page to supplement DeepCanyon's document database. Once at Northern Light, users can limit their searching to market-research Web sites and Special Collection documents or search the complete Northern Light database, currently the largest of the major search engines with more than 200 million Web pages and more than 14 million articles. Additional specialized search forms are provided to further refine searches by limiting specific subjects and document types or by searching a specialized content source, such as Investext research reports or MarkIntel market research reports. www.NorthernLight.com, www.deepcanyon.com

DeepCanyon has a lot of useful and free information.

DATACHANNEL & EXTENSIBILITY PARTNER
12/7/99

In a joint announcement announced a partnership to deliver advanced XML industry solutions. Extensibility will create a validated schema for DataChannel's Portal Markup Language 1.0. (PML 1.0). PML 1.0 has been submitted to OASIS as an industry standard markup language for content display and management by an Enterprise Information Portal. XML Authority, Extensibility's

schema processing and validation server will contain PML 1.0 support in its next release. DataChannel will accelerate its lead in providing XML training and solutions by becoming the lead training partner for Extensibility, creating new curriculum and certification for XML Authority as well as other company offerings. These courses, along with other advanced tutorials from DataChannel will be offered in both open enrollment and customized training sessions, available the first half of next year. Additionally, DataChannel will include an evaluation copy of XML Authority in the SDK of its XML-based Enterprise Information Portal, DataChannel Server 4.0 scheduled for first quarter of 2000. As part of the agreement, Extensibility joins DataChannel's XpertPartner Program. Other aspects of the agreement include joint development efforts on future offerings that were not disclosed by the companies. www.extensibility.com, www.datachannel.com

DATACHANNEL ADDS WAVO'S REAL-TIME NEWS TO XML-BASED ENTERPRISE PORTAL
12/7/99

DataChannel Inc. and Wavo Corp. announced that Wavo's NewsPak will be immediately incorporated into the next release of DataChannel's portal solution. NewsPak is a solution for delivering pre-licensed, real-time news content to Web servers worldwide. It aggregates content streams from a catalog of over 600 media sources, including CNBC, Ziff-Davis, Financial Times, USA Today, Comtex, Knight Ridder and UPI. Providing these streams in a richly meta-tagged XML format, NewsPak will give DataChannel customers unparalleled ability to search, manage and personalize news information. www.wavo.com, www.datachannel.com

FILENET INTRODUCES PANAGON WEB PUBLISHER 4.0 WITH NEW XML-BASED CONTENT MANAGEMENT SUPPORT
12/6/99

FileNET Corporation announced its new Panagon Web Publisher 4.0 software, which provides new XML language and incremental publishing capabilities for enhanced content management

support of Web-based information portals. This is one of the first components of an upcoming major set of announcements slated for early 2000 in the e-content management space from FileNET. Panagon Web Publisher 4.0 (PWP 4.0) is a template-driven software engine designed to automate the conversion of native application-authored documents into stylish, consistent Web publications. This conversion is guided by user-specified templates and results in fully linked XML and/or HTML Web sites. PWP 4.0 eliminates much of the tedious labor involved in creating and maintaining Web sites because translation to XML or HTML is automatic, leading to increased organizational productivity because content authors aren't required to learn XML and HTML programming and Web masters aren't required to edit content. A key feature of Panagon Web Publisher 4.0 is its "abstraction" capabilities, which provide the ability to create a Web site with a consistent look and feel, even though the source documents are formatted in an ad hoc manner. Panagon Web Publisher 4.0 is available now. The suggested retail price for the basic Web Publisher software is US$19,500, and a base Panagon content management solution, including client and server software serving a potential universe of thousands of users and managing thousands of Web pages, starts at approximately US$85,000. www.FileNET.com

PERCUSSION INTRODUCES FREE UTILITY FOR CONVERTING HTML INTO XML
12/6/99

Percussion Software introduced Percussion XSplit, a free utility for converting HTML into XML and XSL. XSplit meets the demands of organizations that need a simple and effective way of transforming thousands of Web-based HTML pages into XML for e-commerce and other applications. With XSplit, developers can easily create the XML and XSL equivalents of their HTML pages without investing a lot of time learning XML or writing the pages by hand. This is a critical need of most organizations, since the majority of Web content is currently HTML-based. This patent-pending technology is a key component of Percussion's recently announced XML Data Server product, Rhythmyx, which dynamically serves structured data from relational databases into Web pages. Rhythmyx is one of the first products that makes use of

XSL in a production environment and helps organizations benefit from XML today. After using XSplit to convert HTML to XML, Rhythmyx is the logical next step to make static applications dynamic without having to code or script. Percussion XSplit V1.0 is free for personal use and will be available in December 1999. Companies wishing to license the product for bundled distribution with their offerings should contact Percussion Software for terms and conditions. The utility runs on Windows 95, Windows 98 and Windows NT 4.0. A free 30-day evaluation of Percussion Rhythmyx is available by registering at www.percussion.com/feel_the_rhythm

INFOTERIA ANNOUNCES AVAILABILITY OF ENGLISH VERSION OF iCONNECTOR & iMESSENGER
12/6/99

Infoteria Inc. announced that the English version of their XML products iConnector and iMessenger will start shipping in the first quarter of 2000 and be available worldwide. iConnector and iMessenger are member of Infoteria's XML Solution Components which offers comprehensive B2B database and application integration. iConnector and iMessenger are exhibited at the exposition of XML '99 as the first public demonstration in the United States. The iConnector series, the leading XML software packages in Japan, is a gateway product between traditional databases and XML data. iRuleGenerator, included in the iConnector series, allows users to map XML data structure to the database schema, and visa versa. iConnector supports previous versions of databases, such as Oracle 7.x and Lotus Domino 4.5/4.6, as well as the latest versions. iConnector also offers cross database relational joins where incoming XML data can be stored using another database as reference. The iConnector series consists of 3 packages, iConnector for Oracle, iConnector for Lotus Domino and iConnector for Access. Additional database support is planned in the second quarter, 2000. iMessenger enables the sending and receiving of XML data via SMTP. It has GUI setting screen and can run as a server to pool the incoming XML messages using IMAP4 or POP3 protocol. Both iConnector and iMessenger are easily used in CGI and Active Server Pages to build XML based web services, in addition to integrating inter-enterprise information systems. iConnector and iMesenger are available for Mi-

crosoft Windows NT4.0 and 2000 in the first quarter of 2000. Sun Solaris and Linux versions will follow soon thereafter. iConnector for Oracle and iConnector for Lotus Domino are priced at $8,000 each, iConnector for Access and iMessenger 1.0 are priced at $4,000 each. In addition to standard package, C++ library versions will be available for OEMs. www.infoteria.com/

XML FOR ALL ANNOUNCES ADVANCED XML EDITOR
12/6/99

XML For All, Inc. announced the release of XFA Edit, an advanced text editor for XML and HTML documents that runs under Microsoft Windows operating systems. XFA Edit is implemented as an intelligent XML editing mode that runs on top of Lugaru's Epsilon, an EMACS-like editor. Epsilon supports full screen editing with an EMACS-style command set, non-intrusive mouse support, the ability to simultaneously edit an unlimited number of files, an extensive help system and on-line documentation, advanced search and search and replace commands, multi-level undo and redo, and advanced customization via the Epsilon EEL scripting language. XFA Edit adds color highlighting for XML tags, strings, attributes, and comments; checking for matching tags, quotes, and parenthesis; automatic indentation of nested XML elements; fast XML element navigation; and automatic insertion of XML end tags. All features can be individually customized via an extensive set of options. Support is provided for editing HTML, XML, and XML For All's XFA scripts. Complete EEL source code for XML Edit is included. www.xmlforall.com

ARCHITAG ANNOUNCES NEW XML EDITOR
12/6/99

Architag International Corporation announced the alpha release of their first software product, xRay, for Microsoft Windows operating systems. The product is a real-time, validating XML editor designed to provide fast creating, viewing and editing of XML documents. xRay is a real-time editor. On every keystroke, the editor validates the XML document and displays errors in a window on the screen. Multiple windows can be displayed, each containing its own XML

document. xRay works with well-formed XML documents, but also validates according to different types of schemas. The xRay XML Editor is currently in a limited alpha testing release. Developers who are interested in participating in the test can contact Architag at xray-alpha@architag.com

XYENTERPRISE PREVIEWS CONTENT@ CONTENT MANAGEMENT SOFTWARE FOR MICROSOFT WORD
12/6/99

Xyvision Enterprise Solutions Inc. previewed its new content management application, Content@ (pronounced Contenta) this week. Content@ provides content management for users of Microsoft Word by storing and managing Word document components in a dynamic database repository. Content@ offers integrated workflow, meta-data support, full-text search and facilitates the re-use of document components for web, print, and other media. Content@ enables groups of users to simultaneously collaborate on multiple parts of the same Word document, store components of the document in a variety of formats, and recombine these components into customized deliverables in web or print format. With Content@, users can store complete Word files or components of Word files in DOC, RTF, XML or HTML format. This content can include text, spreadsheets, graphics, presentations, sound, and video. Content@ preserves the normal editorial environment within Word and adds a Content@ menu that provides access to the content repository. Content@ is available now for early adopters, with release scheduled for February 2000. Basic systems, including 10 user seats, Content@ server, and COM API start around $50,000. Content@ server runs on Windows NT and Sun Solaris with clients on Windows 98 and NT. Content@ uses Oracle and other databases and supports Word 97 and Word 2000.
www.xyenterprise.com

XYENTERPRISE ANNOUNCES PARLANCE CONTENT MANAGER V3.0
12/6/99

Xyvision Enterprise Solutions Inc. announced the latest version of its content and document management software, Parlance Content Manager. This new version builds upon Parlance's proven component management functionality by extending its application development environment with COM and JAVA APIs and enhanced support for XML. Additionally, its redesigned user interface offers greater ease of use of the content repository and integrated tools. Parlance 3.0 includes support for dynamic XML import, use, and delivery. Users can automatically load XML encoded data from an editor, legacy data system, or other source and, based on content, document type definition or schema, derive a configuration from the data source. Parlance Content Manager comes with a new API)based on Microsoft COM for the Windows NT version of the product. A subsequent UNIX release will offer the same API functionality in JAVA. Parlance Content Manager 3.0 is scheduled to ship in March 2000. The Parlance server runs on Windows NT, Sun Solaris, and IBM AIX with clients on Windows 98, NT, and Unix. Parlance Content Manager uses Oracle and other databases and integrates with Arbortext Adept Editor, Adobe FrameMaker+SGML, and other application tools. A basic Parlance system, including server, API, dynamic XML import, and a 10 user license starts at about $50,000.
www.xyenterprise.com

PERSONIC STANDARDIZES RECRUITING & HIRING SOFTWARE ON XML
12/6/99

Personic Inc. announced its participation in the HR-XML Consortium. The HR-XML Consortium is a newly formed, independent, non-profit organization dedicated to the development and promotion of standardized, human-resources-related XML vocabularies for enabling e-commerce and the automation of inter-company exchanges of human resources data.

Using industry-standard XML vocabularies, one company is able to transact with countless other companies without needing to design, engineer, and install a multitude of separate interchange mechanisms. As a member of the HR-XML Consortium, Personic is developing technology to enable its core recruiting and hiring software to use XML. Personic is incorporating this communications technology into its core applications. Personic also partners with other organizations within the HR-XML Consortium to derive HR-XML (Human Resources Extensible Markup Language) standards. The HR-XML language provides standard definitions of data elements needed for an application to perform standardized Human Resources transactions and communicate with other applications using HR-XML. Through the HR-XML Consortium, more than 20 software and services suppliers have already endorsed three XML schemas designed to enable a new generation of Web-based workforce management and recruiting services that are based on open, e-commerce models and deliver employers greater ROI for their staffing expenditures. This will give HR and staffing vendors new opportunities for growth and profit. With a common medium of exchange, customers need not expend extra energy maintaining and updating proprietary interfaces. They save on costs and can dramatically reduce integration/maintenance efforts. HR-XML standardization shortens time for everyone involved in the recruiting and hiring process.
www.personic.com

GCA ANNOUNCES IDEALLIANCE
12/6/99

The Graphic Communications Association announced the creation of the not-for-profit International Digital Enterprise Alliance (IDEAlliance). IDEAlliance will provide comprehensive support to working groups engaged in developing industry- specific applications of both vertical and cross-industry open information standards. Current member groups of the IDEAlliance include: the Information and Content Exchange (ICE), which establishes standards for the syndication and aggregation of information across industries; the Publishing Requirements for Industry Standard Metadata (PRISM), which is developing a standard XML metadata vocabulary for the publishing industry; the Customer Profile Exchange Network, a vendor-neutral open standard for the privacy-

enabled exchange of customer profile information across disparate systems and applications; and the Independent Consultants Cooperative (ICC), an organization of XML/SGML consultants. Like its predecessor, the Graphic Communications Association Research Institute, IDEAlliance will serve as a host for meetings of the committees and other working groups of the International Organization for Standardization (ISO), OASIS, ANSI, and W3C — groups responsible for the development and maintenance of structured information standards, XML, SGML, and their derivatives.
www.IDEAlliance.org

ARBORTEXT ADDS SUPPORT FOR XSL, XSLT, DOM & COM
12/6/99

Arbortext, Inc., announced that Epic 3.0 and Adept 9.0, now support key Web standards aimed at easing customer and third-party developer efforts and maintaining interoperability with other key software platforms. In addition to extended Java support, Epic and Adept now support XSL, XSLT, DOM and COM standards. Combined with support for Cascading Style Sheets (CSS) and additional scripting languages, these new standards offer Epic and Adept users a wide new range of interoperability options for developing XML-based e-Content. In addition, Arbortext software can now run as COM servers to provide Windows applications access to the DOM. This allows Windows programmers to write document-processing applications in Visual Basic, C, C++ and Java. With these new releases, developers on Windows can now write programs in Java that call, or are called by, Arbortext Command Language (ACL) scripts. Arbortext supports XSLT for those customers who have complex electronic publishing requirements that require the transformation of multiple types of tag sets. For customers who want to continue to use their existing stylesheets for their electronic publishing needs, Arbortext will continue to support them in both Epic and Adept. Arbortext uses CSS in the published output for the Web. CSS allows users to customize the display of HTML in a Web browser without having to edit transformation stylesheets. Arbortext also announced that in upcoming releases, it plans to support additional scripting languages such as Perl, TCL, Python and Microsoft scripting languages. Support for these

scripting languages will provide another option to programmers who write document-processing functions. Pricing for Epic 3.0 and Adept 9.0 varies, depending on number of seats purchased, type of licensing, and number of modules. Epic 3.0 and Adept 9.0 will be available Dec. 15. www.arbortext.com

XSLT seems to have caught a lot of developer's attention. We are pleasantly surprised. This is not a slam on the spec, but a comment on how difficult the problem is.

INTERWOVEN LAUNCHES TEAMSITE 4.0
12/6/99

Interwoven, Inc. launched TeamSite 4.0, the latest version of its product. With a range of new features, TeamSite 4.0 builds on Interwoven's vision that a business-critical content management solution supports all types of content from all kinds of contributors, while keeping control with the business manager. The advanced workflow in TeamSite 4.0 allows business managers to assert control over multiple Web initiatives that often have very different business process requirements. For example, a customer relationship management initiative will likely require a very different process than an eCommerce initiative. TeamSite 4.0 provides a flexible, task-based environment that enables organizations to control these complex, multi-stage processes. www.interwoven.com

SCRIPTICS DELIVERS XML-BASED B2B INTEGRATION PLATFORM & SUPPORT FOR LINUX & NETSCAPE
12/6/99

Scriptics Corporation announced the release of a full-production version of Scriptics Connect, the company's business-to-business integration server. Scriptics also unveiled a beta release of Scriptics Connect v1.1, which provides support for the Red Hat Linux operating system and Netscape Enterprise Web servers. Scriptics Connect is an XML infrastructure for developing business-to-business applications. Scriptics Connect

features a number of innovative new technologies that significantly reduce the programming skill level required to capture business logic and create business integration applications. It provides a simple point-and-click mechanism for mapping between differing data structures. Scriptics Connect Author enables business and data analysts to create applications by dragging and dropping elements in a schematic view of an XML document. Much like pasting "Post-It" notes on a paper form to indicate how it should be processed, Scriptics Connect Author makes it easy for the analyst to attach actions to XML elements indicating how to process the corresponding elements. Many actions are pre-defined with action wizards, and because Scriptics Connect is built on the popular Tcl scripting language, developers can write simple scripts or develop custom wizards for custom actions. Unlike lower-level approaches that restrict programming to just one language, Scriptics Connect allows programming in a variety of languages, so users can use the language that is most appropriate to the task or that they're most familiar with. Scriptics Connect 1.0 includes the Apache Web server on UNIX and contains an interface to Microsoft IIS Web server on Windows NT. Scriptics Connect 1.1 also provides support for the Red Hat Linux operating system and Netscape Web servers. With XML translation functionality. Scriptics Connect 1.0 is immediately available. Prices start at $62,500 for a complete development and deployment environment. Scriptics Connect 1.1 is currently available as a beta release and will be available for general release before the end of 1999. www.scriptics.com

INFORMATICA UNVEILS POWERCENTER.E
12/6/99

Informatica Corporation announced PowerCenter.e, an expanded version of its PowerCenter data-integration software with new features added to enable e-business analysis. PowerCenter.e will help companies leverage their data across multiple sales, supplier and customer-interaction channels for business intelligence by integrating huge volumes of Web-transaction

and clickstream data with information from more traditional enterprise sources such as ERP systems, relational databases, mainframe systems and external demographic databases. Informatica PowerCenter.e offers a set of unique capabilities that effectively extend PowerCenter's reach to address the e-business market. By adding support for IBM's MQSeries PowerCenter.e will provide near real-time support for extraction and loading of data from a company's message queue infrastructure. PowerCenter.e's support for message queuing will provide the vital framework for asynchronous, event-based, real-time e-business analytics. With PowerCenter.e, e-businesses will be able to import their XML data into a relational format while importing the metadata about that XML file into the data warehouse repository. As XML begins to gain widespread adoption, companies' ability to source XML data will be vital to enabling e-business analysis. PowerCenter.e will ease the process of retrieving data from Web logs by providing tools to import and consolidate Web logs, and transform proprietary Web-log formats into standard, readable structures. PowerCenter.e will support sourcing and parsing of data from today's three leading Web server products from Microsoft, Netscape and Apache. PowerCenter.e will be generally available in Q1 '00. Pricing will start at $100,000, with upgrades for current PowerCenter customers starting at $50,000. www.informatica.com

SAQQARA INTRODUCES COMMERCE SUITE WITH XML SUPPORT
12/6/99

SAQQARA Systems, Inc. announced the SAQQARA Commerce Suite that enables a "Content for Commerce" solution featuring product information management, publishing and XML exchange applications. Extending SAQQARA's catalog management software, the new SAQQARA Commerce Suite represents a offering that combines search and guided buying functionality for industrial manufacturers and suppliers to easily establish an e-business strategy and capitalize on the tremendous e-commerce sales opportunities. By deploying the new SAQQARA Commerce Suite, businesses have a front-end application to launch customized commerce strategies that include integra

tion with existing enterprise systems and interoperability with supply chain partners. Specifically, the suite provides Global 2000 manufacturers with a set of complementary Web server applications that enable them to manage and publish detailed product information with advanced product selection capabilities, exchange product information with supply chain partners via emerging XML standards, analyze customers' online selection processes and fully participate in business-to-business electronic commerce opportunities. The SAQQARA Commerce Suite is an evolution of the company's Step Search catalog management software. The new SAQQARA Commerce Suite leverages that technology into a complete suite of applications that enables product information management for e-commerce. Product-Server and the ProductServer Author will be available January 2000 and together are priced starting at $60,000. For those companies seeking an outsourced services model, pricing for application hosting starts at $3,000 per month. SolutionServer and the SolutionServer Author will be available January 2000 as an outsourced services model. Pricing for application hosting starts at $5,000 per month. PIXServer is scheduled for release in April 2000. AnalysisServer will be available January 2000 and is priced starting at $7,500. www.saqqara.com

XMLSOLUTIONS' PROVIDES EDI-TO-XML TRANSLATION DEMO VIA THE INTERNET
12/2/99

XMLSolutions announced that users of EDI systems can submit any standard X12 or EDIFACT document for XML translation by visiting www.xmls.com. XMLSolutions, after receiving the EDI document, will apply the XEDI approach to EDI-XML translation (www.xedi.org) and return to the user by e-mail, the XML representation of the EDI file. www.xmls.com

We'll look more closely at the migration of EDI to XML in an upcoming article. We have not looked, but we expect this demo shows how easy it is.

ZOPE & MICROSOFT INTEGRATE USING SOAP & WEBDAV
12/2/99

Digital Creations announced increased interoperability between its Open Source Zope application server and Microsoft platforms using open standards. An early 2000 Zope release will include support for two protocols heavily supported by Microsoft, the Simple Object Access Protocol (SOAP) and Web Distributed Authoring and Versioning (WebDAV) protocol. Digital Creations is the creator of Zope. Zope is an Open Source application server for building high-performance, dynamic web sites. Zope runs on nearly all UNIX platforms as well as Windows NT, and can be used with popular web servers or its own built-in web server. Zope is free at www.zope.org, www.digicool.com

ARIBA & USI PARTNER TO PROVIDE B2B E-COMMERCE SERVICES
12/2/99

Ariba, Inc. jointly announced a strategic partnership to provide end-to-end business-to-business e-commerce application services. Under the agreement, USi will provide Ariba solutions to mid-sized and large-sized companies through the ASP model. The comprehensive partnership includes product development, application implementation and management services, and cooperative sales and marketing. Under terms of the agreement, USi is a preferred ASP for Ariba solutions, and will introduce a new service offering based on the hosted Ariba ORMX application. USi will integrate the Ariba ORMX solution with its Internet Managed Application Provider (iMAP) portfolio as part of a complete eCommerce offering to its existing and future customer base. USi will actively market, sell, deliver and support this new service. Clients will pay a flat monthly fee to receive the Ariba ORMX application as an iMAP service while gaining access to the comprehensive functionality of the Ariba Network eCommerce platform. Suppliers to Ariba ORMX-equipped buyers can use USi's sell-side e-commerce services to transact with buyers through the Ariba Network platform using the cXML (Commerce Extensible Markup Language) standard. www.ariba.com

STAFFWARE JOINS BEA TO DELIVER WORKFLOW & ENTERPRISE APPLICATION INTEGRATION
12/2/99

Staffware Plc announced an agreement with BEA, designed to give companies tighter control over their business operations across the enterprise through an off-the-shelf solution, while minimizing the amount of customization required for multiple applications to work together. BEA eLink and its options and adapters bring a range of high-performance connectivity methodologies, helping ensure secure transactions and transparent access to mission-critical applications and information throughout the enterprise and across the Web. Staffware's portfolio of tools enables the rapid development of robust, highly scalable workflow applications for both client/server and thin client/Web-based architectures, providing a flexible, dependable infrastructure for distributing work among people and departments. The agreement provides for these technologies to be integrated to increase customer's application integration capabilities, while expanding the scope of the two companies EAI efforts to include additional workflow features.
www.staffware.com. www.beasys.com

HUMMINGBIRD UNVEILS METADATA STRATEGY
12/2/99

Hummingbird Communications Ltd. unveiled its metadata strategy and announced Genio MetaExplorer. A fully customizable, Web-based solution, MetaExplorer is designed to support the information search and analytical needs of information consumers by providing access to all decision support metadata repositories within an organization. At the heart of MetaExplorer is MetaData Server, an intelligent middle-tier solution with a driver-based, plug-and-play architecture. MetaData Server enables dynamic access to the rich variety of decision support metadata stored within the enterprise. Hummingbird will provide drivers to access the leading industry metadata repositories in addition to providing APIs to build drivers for accessing other metadata repositories. Complementing MetaExplorer and MetaData Server, is the new Hummingbird Enterprise Repository (HERO) that

leverages XML-enabled metadata access and interchange. With HERO, organizations can now move to a common repository of metadata that provides the architectural glue that binds together the various components of the enterprise intelligence environment. HERO will simplify deployment, improve scalability to an enterprise scale, reduce integration challenges, and ease the maintenance burden to reduce the total cost of ownership. Genio MetaExplorer is expected to be available in Q1 2000.
www.hummingbird.com

UN/CEFACT & OASIS Launch ebXML
12/1/99

The Electronic Business XML Initiative (ebXML), a joint effort of the United Nation/CEFACT and OASIS, attracted the participation of major industry standards organizations and companies from around the world at its inaugural meeting in San Jose, CA, USA. ebXML is an open, vendor-neutral initiative to establish a global technical and semantic framework that will enable XML to be used in a consistent manner for the exchange of electronic business data. More than 120 representatives from organizations as varied as ACORD, Accredited Standards Committee (ASC) X12, Commerce One, DataChannel, DISA, UN/EDIFACT, IBM, OAG, Oracle, Sun Microsystems, Inc. and others joined together to launch the ebXML initiative. Directors of ebXML include Klaus-Dieter Naujok and Ray Walker of UN/CEFACT and Robert S. Sutor and Bill Smith of OASIS. The Advisory Board includes Jon Bosak of Sun Microsystems, co-author of the XML 1.0 specification, and is being expanded to include key industry players from around the world. Laura Walker, executive director of OASIS, will serve as secretary of the board. ebXML is an International Initiative established by UN/CEFACT and OASIS with a mandate to undertake a 15-18 month program of work to research and identify the technical basis upon which the global implementation of XML can be standardized. The goal is to provide an open technical specification to enable XML to be utilized in a consistent and uniform manner for the exchange of electronic business data in application-to-application, application-to-person and person-

to-application environments. UN/CEFACT is the United Nations body whose mandate covers worldwide policy and technical development in the area of trade facilitation and electronic business. Headquartered in Geneva, it has developed and promoted many tools for the facilitation of global business processes including UN/EDIFACT, the international EDI standard. Its current work programme includes such topics as Simpl-edi and Object Oriented EDI and it strongly supports the development and implementation of open, interoperable global standards and specifications for electronic business.
www.ebxml.org, www.uncefact.org, www.oasis-open.org

RosettaNet Releases First 10 XML PIP Specifications
12/1/99

RosettaNet announced the release of its first 10 XML Partner Interface Processes (PIPs). Cooperatively developed by RosettaNet member companies, the PIPs are designed to align the electronic business processes of trading partners within the IT supply chain. RosettaNet's PIPs are specialized system-to-system XML-based dialogs that define how business processes are conducted between IT manufacturers, software publishers, distributors, resellers and corporate end users. RosettaNet PIPs are essential to enabling the standardization of eBusiness processes among buyers and sellers in the supply chain. The PIPs were developed by analyzing supply chain processes, identifying mis-alignments, and designing a standard solution that enables global-scaled deployment. With the completion of these 10 PIPs, RosettaNet takes a step closer to achieving its goal of global deployment on Feb. 2, 2000. RosettaNet is designed to go beyond data interchange to align business processes. Like the earlier release of RosettaNet's technical and business dictionaries and set of eBusiness protocols, the 10 PIPs enable supply chain trading partners to create standard message documents for use in conducting eBusiness via the Internet. The first 10, of an eventual 100 PIPs, support catalog updating and purchasing.
www.rosettanet.org

UserLand Releases Manila & Frontier 6.1
12/1/99

UserLand Software announced the release of Manila, an Internet server application that allows groups of writers, designers and graphics people to manage full-featured, high performance Web sites thru an easy-to-use browser interface. Manila is included with UserLand Frontier 6.1. Key Manila features include: 100-percent browser-based editing; quick easy setup, in most cases, five minutes from download to a working Web site; simple publishing model, managing editor, contributing editors, members, integrated site membership database, with customizable preferences, easy navigation thru back-issues of the home page thru an intuitive calendar; customization thru templates; navigation, CSS, JavaScript, full control over HTML, user interface and navigation features are specified thru XML; content is separated from form, designers edit templates, while writers independently create stories; full content management system; templates, macros, shortcuts, stories, pictures; integrates thru Microsoft COM, ODBC, Apple Events, HTTP, XML-RPC; and ISP-ready, Manila sites are safe, and can be extended thru macros and templates, allowing service providers to differentiate their offerings. Frontier is licensed for $899, with free updates for one year. Manila is included with Frontier 6.1 for Windows and Macintosh, and is available today.
www.userland.com

Tumbleweed Appoints French & German Country Managers
12/1/99

Tumbleweed Communications Corp. announced the appointment of Philippe Delberghe as Sales Director and Country Manager, Tumbleweed Communications SA; and Joerg-Werner Stimming as Sales Director and Country Manager for Tumbleweed Communications GmbH. In addition, the company announced new sales offices in Paris, France and Munich, Germany. Delberghe's more than 15 year career in the software industry has included the roles of

President at Ardent Europe and Country Manager for France at Prism Solutions. He has developed significant relationships within French industry. With twenty years of experience in information technology, Stimming has served as Enterprise Account Manager for TSI Software and for Munich Candle GmbH, among others. Before taking the position with Tumbleweed, he worked as a sales manager for the Schwabisch software Schmiede's "top team" data-processing consultation. Both Delberghe and Stimming report to Don Taylor, Vice President, International. Taylor is responsible for Tumbleweed's international operations, including the company's sales teams in Europe and Japan.
www.tumbeleweed.com

The e-Content Company Announces XML-Based PowerPoint Authoring
12/1/99

The e-content company announced the addition of Microsoft PowerPoint as an integrated authoring tool within BladeRunner for the creation of XML content for e-business applications. Users of BladeRunner will be able to generate XML content from PowerPoint to gain greater access and leverage valuable information stored in this presentation software. PowerPoint is the latest addition of software tools to extend the authoring capability of BladeRunner further into Microsoft's Office suite. PowerPoint joins Microsoft Word and Interleaf QuickSilver as integrated XML authoring solutions within BladeRunner. QuickSilver is an application suite for creating and assembling long, complex documents by individuals or workgroups, offering customers full access to the advanced features of Interleaf technology while allowing the creation of reusable content based on the open XML standard. The addition of Microsoft PowerPoint as an integrated authoring tool within BladeRunner will be available in the first quarter of calendar year 2000.
www.xmlecontent.com

ACXIOM ANNOUNCES XML SUPPORT

12/1/99

Acxiom Corporation the Acxiom Data Network now supports XML as its basis for providing InfoBase data products over the Internet to qualified, registered businesses. The addition of XML, a flexible document format for the Web, now allows developers to integrate the Acxiom Data Network with multiple languages and platforms. Developers now have the option of integrating Acxiom Data Network technology with ActiveX/COM objects on Windows platforms or writing their own interface with any platform and language that supports XML. In addition to support of the XML format, a new Acxiom Data Network software development kit, SDK 1.3, was recently made available. This new kit enables developers to integrate the functionality of Acxiom's InfoBase data products including InfoBase TeleSource, InfoBase Profiler and Info-Base Enhancement into their own applications. Applications can access Acxiom data products in a real-time, on-demand environment simply by utilizing the same software programs companies use everyday for decision support, marketing automation, contact management and sales force automation.
www.acxiomdatanetwork

This is interesting. These people are key players in "collect and sell" customer information space.

NOVEMBER INDUSTRY NEWS

MICROSOFT SUBMITS SOAP TO IETF
11/30/99

Microsoft submitted to the IETF (Internet Engineering Task Force) a draft specification for version 1.0 of SOAP (Simple Object Access Protocol), a method for accessing objects over the Web that is neutral between object models such as COM and CORBA. SOAP uses XML to let developers write applications that call objects built with Microsoft's Distributed Component Object Model, as well as non-Microsoft components. www.microsoft.com

STACK OVERFLOW LAUNCHES AUTHORING ENVIRONMENT FOR XHTML
11/30/99

Stack Overflow AG announced the commercial availability of the Mozquito Factory, an XHTML authoring environment. XHTML bridges HTML with the power of XML, bringing richer Web pages and more flexible Web applications for a wide range of platforms and browsers: from desktop PCs to televisions to kiosks to automobiles and mobile devices. Written entirely in Java, the Mozquito Factory is a client-side, stand-alone authoring environment. The Mozquito Factory significantly reduces authoring costs for complex, highly dynamic Web interfaces — saving hundreds of hours of programming time. Built upon a modular framework, the Mozquito Factory combines three independent applications into a toolkit: Mozquito Engine: to enable current browsers, such as Netscape Navigator or Microsoft Internet Explorer versions 4.0 and higher, to process the extensibility and display next-generation data formats and standards, including XML and XHTML; XHTML Validator: to automatically validate any XHTML or XML document, optimize markup, and invoke the Mozquito Engine upon successful validation to view the Web page; and Factory Editor: to author and edit highly dynamic XHTML, XML and forms-intensive Web

sites without scripting or programming. With the Mozquito Factory, users no longer need to worry about incomplete implementations caused by the browser wars or tiresome cross-browser scripting in JavaScript/JScript/VBScript or Java Applet programming. Developers can now design and create online shops, eCommerce applications, quizzes, polls, questionnaires, games, calendars, order forms, surveys, administration interfaces and complex, dynamic Web pages in minutes. Download the Mozquito Factory for a free 30-day trial at www.mozquito.org, www.stackoverflow.com/

TSI SOFTWARE ANNOUNCES NEW INTEGRATION BROKER
11/30/99

TSI International Software Ltd. announced that it has combined its Mercator integration broker software with its Novera Web application integration product to deliver a - B2B integration broker. As the first new offering from the recent acquisition of Novera Software, this product will provide TSI Software's customers with comprehensive capabilities, including XML integration and transformation, for deploying complex B2B integration solutions quickly, easily and cost-effectively. Customers will be able to Internet-enable any application by exposing and transforming existing business process interfaces as XML messages to trading partners over public and private networks and leverage their existing IT infrastructure in new B2B e-commerce initiatives. Using Mercator, customers are able to transform directly between XML schemas and schemas for any new and legacy supported content type, including EDI, CII, S.W.I.F.T., HL7, ACORD, SAP, PeopleSoft and RDBMS. Mercator provides the tools for extending the integration of applications and business processes to trading partners using XML, while protecting IT investment in existing information systems. Mercator's XML support, coupled with Novera for hosting component-based server applications for the Internet, enables eBusinesses to integrate complex business processes with trading partners over public and private networks. Mercator and Novera are available today. TSI Software plans to offer the B2B integration broker in Q1 2000. Pricing and packaging details will be announced at a later date. www.tsisoft.com

STERLING SOFTWARE UNVEILS EUREKA:PORTAL 2.0
11/30/99

Sterling Software, Inc. announced the general availability of EUREKA:Portal 2.0, the latest enhancement to the company's EUREKA:Suite family of integrated business intelligence tools. Sterling Software has advanced their business portal to offer a broader range of personalization options, easier interoperability with existing systems via XML, and enhanced support for business-to-business implementations. EUREKA:Portal 2.0 provides a single point-of-entry for a broad range of business intelligence and enterprise applications. For IT administrators, it offers a centralized and customizable information interface for every user within an organization. For business users, it expedites the location, retrieval and organization of essential business information in an accessible interactive Web environment. In addition to providing a platform for accessing the complete range of analysis and reporting tools in the EUREKA:Suite family, EUREKA:Portal 2.0 also integrates with other existing corporate data sources within an organization. EUREKA:Portal 2.0 provides an expanded level of interoperability through XML and directory service enhancements. Significant upgrades to the product's XML API broaden the Portal's open environment and simplify the publishing of external file formats to the Portal. Customers can combine information from multiple sources and customize their access to the Portal via third-party applications.
www.sterling.com/eureka

CHRYSTAL SOFTWARE ANNOUNCES ECLIPSE
11/30/99

Chrystal Software announced Eclipse, a solution incorporating traditional Web pages and new, interactive content. Eclipse integrates with authoring software, Internet browsers, Web servers, and Web design software, and supports XML standards. With Chrystal Software's Eclipse, businesses that want to add interactive content to their Web sites can do so rapidly and incrementally. Eclipse incorporates traditional Web site content, allowing the Webmaster to continue using familiar HTML editors, file system managers, and other tools. New, interactive content is defined and managed in a complementary fashion. Eclipse uses XML in a myriad of ways. As visitors move through the Web site, Eclipse combines XML user profiles and actions to generate interactive content requests. These requests are fulfilled with XML content, determined by a combination of content and tag searches. The resulting interactive content is styled and delivered to the visitor in rapid fashion. Very often, this interactive content is combined with other Web site content such as HTML and graphics files. The personalization is transparent to the visitor. Version 1.0 will be available in early 2000. www.chrystal.com

WEBMETHODS & EDS TEAM FOR GLOBAL SUPPLY CHAIN INITIATIVES
11/30/99

webMethods, Inc. announced it will team with EDS to better serve clients implementing B2B e-commerce initiatives. Through this new relationship, EDS electronic business expertise and webMethods B2B software capabilities combine to provide comprehensive solutions for business-to-business e-commerce. webMethods B2B provides a business-to-business integration platform that makes it possible for companies to pursue direct integration with trading partners, while also participating in emerging B2B Marketplaces such as mySAP.com, the Ariba Network and Clarus SupplierUniverse. Through this partnership, EDS will incorporate webMethods B2B as part of the solution set it offers to EDS supply chain clients. webMethods B2B utilizes XML and open B2B standards, such as RosettaNet, OAG, OBI and ACORD, to build integrated business communities and enable companies to conduct business over the Internet with minimal stress to corporate resources and existing IT infrastructure. www.eds.com, www.webMethods.com

MICROSOFT & NEON FORM STRATEGIC RELATIONSHIP
11/30/99

Microsoft Corp. and New Era of Networks Inc. announced a strategic relationship to jointly enhance and market e-commerce integration solutions based on Microsoft platforms and NEON's e-commerce Integration products. NEON is endorsing the Microsoft BizTalk Framework and BizTalk products and tools. In addition, NEON is joining the BizTalk steering committee as a leading e-commerce integration vendor. Others, including American Petroleum Institute, Ariba Inc., The Baan Co., The Boeing Co., Clarus Corp., Commerce One Inc., Concur Technologies Inc., Data Interchange Standards Association (DISA), J.D. Edwards & Co., Merrill Lynch & Co. Inc., Microsoft, Open Applications Group (OAG), PeopleSoft Inc., Pivotal Software Inc., RosettaNet and SAP AG serve as members of the committee. www.neonsoft.com, www.microsoft.com

INTERWOVEN TEAMS WITH IBM'S WEBSPHERE
11/30/99

Interwoven, Inc. announced its second major initiative with IBM which integrates the IBM WebSphere product line with Interwoven's product, TeamSite. The integrated solution allows customers to accelerate both time-to-Web and the evolution of eBusiness Web sites. This complements Interwoven's first collaborative effort, the successful integration of TeamSite with IBM Net.Commerce, IBM's leading eCommerce solution. The IBM WebSphere family, including the WebSphere Application Server and the WebSphere Studio Web application development environment, is a comprehensive system designed to help customers with high-performance Web sites to ease the transition from simple Web publishing to advanced eBusiness applications. WebSphere products leverage existing enterprise systems and extend them to the Web, while running on multiple IBM and non-IBM platforms. With TeamSite, customers have an enterprise-scale content management solution, including versioning, workflow control and efficient deployment of content for IBM WebSphere applications. TeamSite supports the IBM WebSphere Studio development environment and set of Web development tools for de-

signing and building interactive Web sites for the IBM WebSphere Application Server. TeamSite is also compatible with IBM's DB2 Universal Database. TeamSite allows the integration of IBM WebSphere application code, including JavaServer Pages and Java servlets, with all other Web content such as HTML and multi-media assets. The entire Web application is then quality assured within the TeamSite environment before being deployed to production. www.interwoven.com

ONESOFT LAUNCHES ONECOMMERCE V 3.0
11/30/99

OneSoft Corporation launched version 3.0 of its OneCommerce software. OneCommerce Enterprise Edition 3.0 is an XML-based solution, providing businesses with extensibility to optimize revenue. OneCommerce provides a patent-pending architecture that includes distinctive capabilities to attract and retain customers, such as Dynamic Personalization, for targeted and personalized marketing and merchandising to increase customer conversion rate; comprehensive content management to target customers with the right product and information; and remote site administration and control for non-technical business managers to make informed decisions. www.onecommerce.com

ACORD & IFX FORUM ANNOUNCE COOPERATIVE XML STANDARDS DEVELOPMENT
11/30/99

ACORD announced a reciprocal membership agreement with IFX Forum. Both organizations set information technology standards for message transmissions in financial services industries. They will cooperate in the development of XML standards for the electronic exchange of data in the insurance and banking industries. The collaboration is typical of recent announcements of alliances between standards bodies to consolidate development. The arrangement will combine the insurance expertise of ACORD and the banking expertise of IFX Forum. The organizations will focus on the base IFX specification and the proposed ACORD Insurance XML specifications to produce a framework supporting XML-based transaction services. Joint participa-

tion is underway. ACORD and IFX Forum have exchanged memberships and committed to participation in each other's working groups. ACORD participants are assessing the base IFX specification and supplying IFX Forum with recommendations. In turn, IFX Forum will route insurance-related issues through the ACORD standards process. The IFX specification defines a messaging standard for secured IP-based banking business messages over the public Internet or private networks. The significance of XML and IP for the insurance industry is the progression from batch store-and-forward EDI transmissions to real-time messaging. Insurance business benefits include fast, reliable rates, quotes, applications, policies, claims and other transactions among a variety of trading partners-carriers, producers, rating bureaus, third-party administrators and service providers. As members increasingly look to supporting electronic commerce across all lines of business, ACORD is pursuing multiple open partnerships and alliances with U.S. and international standards-setting organizations. The goal is worldwide e-commerce connectivity throughout the insurance industry. www.acord.org, www.IFXForum.org

XML.ORG APPOINTS MANAGING EDITOR
11/29/99

OASIS, the Organization for the Advancement of Structured Information Standards, announced that Craig Chevrier has joined the consortium as managing editor of XML.org. In this new position, Chevrier will drive editorial strategy and content for XML.org, an industry portal that provides vendor-neutral information about the application of XML in industrial and commercial settings. Chevrier brings extensive experience in web site production and editing to his position at OASIS. Most recently, he served as internet content manager for Trans World Entertainment, the largest music retailer in the United States. At Trans World, Chevrier led several XML implementations on www.TWEC.com, the company's online retail and entertainment site. www.oasis-open.org

VIADOR & HYNET TECHNOLOGIES PARTNER
11/29/99

Hynet Technologies and Viador Inc. announced a joint development effort designed to help companies with time-to-market challenges to easily access and deliver dynamic, personalized information through Viador's enterprise portal. As a result, users will be able to access the Hynet Directive XML repository via Viador's E-Portal Suite, giving Viador customers access to business-critical information such as sales proposals, marketing collateral and globalization of e-Content. Viador's E-Portal Suite is a single, web-based access point that provides an entire business community - employees, customers, and trading partners - with desktop access to the specific information they need to make better business decisions. Hynet Directive is expected to increase the value of Viador's offering by incorporating sources of data that were previously difficult to integrate so that users can utilize all relevant information, regardless of its source. www.hynet.com, www.viador.com

TOWER TECHNOLOGY ANNOUNCES CORPORATE PORTAL
11/29/99

Tower Technology announced the Tower IDM Corporate Document Portal, which provides a single point of access to an organization's unstructured information assets. The zero-footprint design of this solution allows organizations to leverage the Internet, intranets and extranets by offering customers, field personnel and business partners, a secure, single point of access to their information. Tower IDM Corporate Document Portal is the latest addition to Tower Technology's Integrated Document Management solution, Tower IDM. Tower IDM Corporate Document Portal leverages the Web as an e-business infrastructure and eliminates paper at its source by providing document access between companies, and their vendors and customers. It enables organizations, particularly in sectors such as financial services, insurance and government, to improve customer service in effect offering customer "self-service." Tower IDM Corporate Document Portal is shipping immediately. www.towertechnology.com

STEP UK ANNOUNCES XML XLINK ENGINE
11/24/99

STEP UK Ltd. announced the beta programme of X2X the XML XLink engine. X2X allows for the creation, management and manipulation of links. X2X allows linking between documents and information resources without needing to change either of the source or target documents that are being linked. X2X removes the requirement to insert link information inside document content. The Links are NOT in the document. X2X has an extensible architecture to allow resources to reside in any data repository. X2X stores links independently of any documents and provides facilities to dynamically insert external link structures into documents on-demand. X2X stores all the link information within an ODBC/JDBC enabled database, e.g. Oracle or SQL Server. X2X is initially developed in Java for cross platform operation. X2X is implemented using fundamental linking concepts and understands links defined using the latest draft of the W3C XLink proposal. This scalable technology delivers the ability to associate different data resources regardless of their location. X2X allows for the retrieval of resources and can dynamically add the external link information without altering the original document/information. The power of linking has been harnessed to allow structured information objects such as XML to be associated with information lacking structure. The architecture enables organizations to store data in the repository of their choice; while XLink adherence means that link information can be authored using a variety of applications. X2X works independently of the storage, authoring and delivery applications. X2X exposes its powerful functionality allowing it to be integrated into any static or dynamic application or service. With X2X it is possible to deliver richer information streams to users with little or no impact on existing data management procedures. The X2X technology preview is available for download at www.stepuk.com/x2x/x2x_dem.asp

HUMMINGBIRD LAUNCHES FULCRUM PORTAL BUILDER KIT
11/24/99

Hummingbird Communications launched the Fulcrum Portal Builder Kit, a toolset that provides enterprises with the ability to construct compelling knowledge portals. The Fulcrum Portal Builder Kit is a complete solution designed so that it can also easily plug into Hummingbird's Enterprise Information Portal (EIP), scheduled for beta release next month. Priced as one bundle, the Fulcrum Portal Builder Kit consists of DOCSFulcrum 3.0, Hummingbird's Web-accessible enterprise knowledge management offering; Fulcrum SearchServer 4.0, the latest version of the company's information retrieval software; and the new Knowledge Manager Workstation 1.0 (KMW), which uses neural network technology to automatically create a business taxonomy. KMW adds the power of document mining to the DOCSFulcrum product family, making it easier to offer users a portal into the unstructured information stored in corporate repositories. The Fulcrum Portal Builder Kit will be released on November 26, 1999. www.hummingbird.com

CONTENT TECHNOLOGIES ADDRESSES CONTENT GROWTH
11/24/99

Content Technologies revealed its strategic vision to address the future of this rapidly changing market. Content Technologies' vision is to move beyond just protecting network and business content integrity, to managing content within host-based services, in Public Key Infrastructure (PKI) environments and in e-commerce transactions. A key part of Content Technologies' vision includes the creation of a global alliance that brings together vendors, integrators, security specialists and applications providers. This alliance will provide a forum for the development and deployment of a range of solutions addressing the breadth and depth of e-content evolution. Additionally, it will offer businesses and channel partners standards-based solutions in the areas of content security, management and routing, and will promote awareness of the full scope of content-related business issues in

everything from e-mail, to e-commerce transactions. In a market estimated by IDC to be worth $4 billion by 2003, this strategy will offer a means for a select group of e-content specialists to develop solutions built around MI-MEsweeper, deployed by users world-wide.
www.mimesweeper.com

CASCADE & PINDAR SYSTEMS ANNOUNCE MERGER INTENTIONS
11/23/99

Cascade Systems Inc. announced that it has signed a Letter of Agreement to merge with Pindar Systems. The two privately held companies, who expect the transaction to be completed by the end of January, plan to combine their engineering, marketing, and financial resources. E-merchandising represents an explosive market for the new millennium. Pindars's catalog publishing products combined with Cascades's e-merchandising technology will provide a powerful e-commerce solution covering web, print and e-mail. The National Retail Federation and International Data Corporation forecasts sales in e-merchandising to grow from $2 billion in 2000 to more than $8 billion in 2003. Although Internet commerce continues to grow at a rapid pace with anticipated revenues of $84 billion by 2004, print catalogs remain a big business. The Direct Marketing Association estimates print catalog sales will grow from $93 billion in 1999 to more than $125 billion by 2004. Both companies recognize the importance of continuity in shared product information databases as the key to effective print and electronic merchandising in the next century.
www.cascadenet.com

E-CONTENT COMPANY ANNOUNCES NEW CONSULTING PARTNERS
11/23/99

The e-content company, a division of Interleaf, announced two new additions to their growing roster of e-Partners. Tata Infotech, one of the largest information technology organizations in India, and SDI, a provider of knowledge-based services, will team with the e-content company to provide solutions with BladeRunner, the e-content company's XML content management solution for e-business. Tata InfoTech and SDI are the most recent addition to the e-content

company's e-Partner Program. In addition to joining as a Consulting Partner, companies may also join as a Technology Provider, Platform Provider, Complementary Software Provider, Reseller, or OEM depending upon their area of expertise. Since it was introduced in January, several companies have joined the e-Partner Program such as Microsoft, NetPerceptions, UWI.Com, and Hewlett-Packard among others.
www.xmlecontent.com.

STANDARD FOR INTERNET COMMERCE VOTING OPENS
11/23/99

The Council for Internet Commerce today announced the opening of the second and final round of voting on the Standard for Internet Commerce, a codification of e-commerce best practices to increase consumer satisfaction, confidence and trust. Through Dec. 6, the public is encouraged to join the council's founding members in their votes and shaping the content of the commerce standard. Consumers visiting the Commerce Standard site will be able to cast their votes in categories ranging from disclosure practices to customer support, in an easy-to-use multiple choice format.
www.commercestandard.com

ELOQUENT & GILAT COMMUNICATIONS PARTNER ON BUSINESS COMMUNICATIONS & LEARNING PLATFORM
11/23/99

Eloquent, Inc., and Gilat Communications Ltd. announced a partnership to offer a joint business communications and distance learning solution. This solution leverages Gilat's live broadcast and interactive capabilities and Eloquent's on-demand rich media capabilities to provide a complete "live to on-demand" business communications and interactive learning platform. Gilat's TrainNet is an IDL system which enables a live, interactive instructor-led classroom experience by providing full-screen, full-motion video broadcast to classrooms and individual PCs over broadband, LAN or Internet connections. TrainNet also features instantaneous application projection, collaboration tools and feedback buttons that enhance the commu-

nication and interaction between teacher and student. The TrainNet platform is a robust and fully scalable solution for both corporate as well as educational institutions. Eloquent's rich media format-synchronized video, audio, text and graphics-will capture, organize, and archive live TrainNet sessions. Customers can now make TrainNet content available on demand over the Web at typical Internet bandwidths, extending the value of the original broadcast to students, employees, and partners who are not able to attend the live sessions. In addition, personalized, pre-event presentations from Eloquent enable participants with different backgrounds to prepare appropriately for TrainNet sessions. Eloquent's rich media format and the Eloquent Enterprise Communications Portal Server also enable customers to create a fully searchable and navigable archive of TrainNet materials, extending their useful life and enhancing their value to the organization. www.eloquent.com

WEBMETHODS SIGNS CONSULTING FIRM PARTNERS
11/23/99

webMethods, Inc. announced strategic alliances with consulting firms Intelligroup, Inc. and Lante Corporation. As part of their expanding e-commerce practices, these consulting firms will incorporate webMethods B2B into their methodology and provide customers with a broad range of consulting and implementation services to execute B2B e-commerce strategies. webMethods B2B provides a business community integration platform that makes it possible for companies to pursue direct integration with trading partners, while also participating in emerging B2B Marketplaces such as mySAP.com, the Ariba Network and Clarus SupplierUniverse. webMethods B2B utilizes XML and open Web standards, such as RosettaNet, OAG, OBI and ACORD, to connect integrated business communities and enable companies to conduct business over the Internet with minimal stress to corporate resources and existing IT infrastructure. www.webMethods.com

LUMERIA ANNOUNCES DTD.COM
11/22/99

Lumeria, an infomediary incubator, announced the launch of DTD.com, a site for web software developers that combines a web repository for

XML DTDs with a web-based tool for editing and creating DTDs. DTD.com offers web developers two free benefits. First, DTD.com provides the XML community with a free knowledge repository — called the DTDwarehouse — for storing and sharing DTDs and information about each DTD. Secondly, DTD.com gives away a free web-based knowledge management application, called the DTDfactory, which lets XML developers mine the data in the DTDwarehouse, create their own DTDs, validate them against industry standards, and share their knowledge of DTDs with other developers. With the goal of becoming a standard repository for all DTDs, DTD.com enables XML developers to upload their own DTDs — whether entire DTDs or suggested tags — to the DTDwarehouse to share with other developers. DTD.com will also aggregate these DTDs or tags and submit them for approval by the appropriate standards committees as a way of accelerating the standardization of XML. The DTDwarehouse is stocked with over 180 DTDs covering a wide range of subjects, from mathematics to science, government, education, and personal profiling. In addition, DTD.com supports Lumeria's proposed new standard for personal profiling, called the Profile Markup Language (PML) — an extremely rich profile description and exchange platform, which is based on XML. PML is an open source, industry-driven, XML-based collection of standards for defining profile data. At the heart of PML is the PML DTD — the set of rules by which PML documents are created and interpreted. Lumeria created PML in a drive to initiate an industry-wide movement to enable the flow of profile information across platforms and applications, and thereby save both consumers and businesses time and money. To encourage the widespread use of XML, Lumeria gives away PML for free to all developers and sets up a database of XML DTDs by subject. To encourage the use of PML, Lumeria has made the protocol compatible not only with its own SuperProfile Identity Management system but also with the upcoming Consumer Profile Exchange (CPEX) protocol and data model. Lumeria is a member of the CPEX core working group, which includes Oracle, IBM, Vignette, net.Genesis, Andromedia, and the Sun-Netscape Alliance. www.lumeria.com

VIRAGE & INFORMIX PARTNER ON MEDIA ASSET MANAGEMENT
11/22/99

Virage, Inc. and Informix Corporation announced a partnership agreement that enables Informix to integrate and distribute Virage products to broadcast and other media intensive markets worldwide. The Informix/Virage solution enables producers and other video content decision-makers to share video assets, resulting in decreased time to air, improved news and content quality, and streamlined production and workflow. Media360 provides a complete environment to collect, index, retrieve, distribute and archive video content and media assets. It is tightly integrated with object-relational technology, content creation tools, Web publishing, e-commerce, and analytic solutions. It enables new solutions for video production, stock footage archives, video collections, enterprise portals, and digital media distribution. The integration of Virage products into Media 360 allows Informix to provide its customers with the real time, comprehensive video indexing solution, making video easy to locate, browse, distribute, archive and repurpose. www.informix.com/.media, www.virage.com

WHOLEWEB.NET ANNOUNCES OEM AGREEMENT WITH EXCALIBUR
11/22/99

WholeWeb.net announced a technology licensing, integration, and distribution agreement with Excalibur Technologies Corporation. Under the agreement, WholeWeb.net obtains the rights to integrate Excalibur RetrievalWare, and the Excalibur Multimedia Spider into its next generation search application. WholeWeb.net brings a very large database (VLDB) technology to the Web to improve coverage, relevancy, and end user expectations at a reduced cost. Excalibur RetrievalWare, an intranet search system typically used in large knowledge-focused enterprise implementations, emphasizes accuracy and scalability and excels in managing multiple data types in geographically-dispersed environments. The combination of the two technologies enables WholeWeb.net to search five billion records per second. By viewing the Web as a large, unstructured information problem, and by applying extremely fast and powerful re-

lational database technology, WholeWeb.net covers the whole Web now, maintains its breadth of coverage as the Web grows, and places powerful interactive, graphical information mining tools in the hands of end users. This underlying core technology has been used commercially for over 10 years in mission-critical applications such as telephone billing and credit card processing. www.wholeweb.net

EGLYPHS NEW SERVICE ALLOWS EMAIL IN 28+ LANGUAGES
11/22/99

eGlyphs Inc. announced the launch of Everymail, a free web-based email service that allows users to compose emails in over 28 different languages. Also announced is the simultaneous launch of Everychat, where users can chat with friends in their own language. eGlyphs' proprietary Unicode-compatible ActiveX-based technology allows users to type text in over 28 languages. Users can type both left-to-right (English, Spanish, Thai, etc.) and right-to-left languages (Hebrew, Arabic, etc.) on the same line within an email. The supported languages include Spanish, Hebrew, Arabic, Thai, Vietnamese, Persian, Russian, Greek, French, Portuguese, German, Italian, Urdu, Bulgarian, Danish, Czech, Turkish, Swedish, Icelandic, Latvian, Estonian, Finnish, Slovenian, Croatian, Flemish, Polish, Romanian and English. Hindi, Japanese and Chinese are due out shortly. Users register for free and begin composing multilingual emails. Recipients can view the emails sent from an Everymail account on any Windows machine via most email solutions (Outlook, Netscape, etc.) including all web-based email services. www.everymail.com, www.everychat.com

REALNETWORKS ANNOUNCES SUPPORT FOR SMIL
11/22/99

RealNetworks Inc. announced support for the W3C's second working draft to advance the Synchronized Multimedia Integration Language (SMIL) standard, known as SMIL Boston. This latest step forward in SMIL Boston builds upon the widespread adoption of SMIL as the integration language for Web-based multimedia. The SMIL Boston second working draft proposes extensions to the W3C approved SMIL 1.0 stan-

dard, based on feedback from thousands of SMIL 1.0 developers and tens of millions of consumer users and more than a billion SMIL presentations played on the Web since May 1998. Current members of the W3C Working Group developing SMIL Boston are key international industry players in Web multimedia, interactive television and audio/video streaming. In alphabetical order, they are: Canon, Compaq, CSELT, CWI, France Telecom, Gateway, GLOCOM, INRIA, Intel, Macromedia, Microsoft, Oratrix, NIST, Nokia, Panasonic, Philips, RealNetworks and WGBH. SMIL is one of the key enabling technologies of Real.com Take 5, the Web's daily programming service providing consumers with access to entertainment, music and news content on the Internet. Additionally, more than 100 channel partners on the Real.com Network offer SMIL presentations everyday to their consumers providing a more interactive experience on the Web. SMIL Boston modularizes SMIL functionality, providing standards based integration of SMIL functionality with other XML based languages and applications. Content authors and application developers both benefit from this flexibility: application developers can integrate needed functionality while content authors are able to build on their existing knowledge base. www.realnetworks.com

A real boost for SMIL!

PICTUREWORKS TECHNOLOGY FILES FOR PATENT ON INTERNET MEDIA SUBMISSION INVENTION
11/22/99

PictureWorks Technology, Inc. announced it has applied for an U.S. Patent for its Web based media submission invention that serves as the front-end to the company's Rimfire Internet imaging platform. PictureWorks Rimfire, which was released in April this year, processes tens of millions of images and media items for the company's Web site partners with volume levels expected to double by year-end. Rimfire's Web based media submission technology is a multi-platform, media agnostic technology that makes submitting rich media to Web sites `drag

and drop simple'. The submission technology provides several unique and valuable functions for both end users and PictureWorks' Web site partners. First, it lets the user either drag and drop a file from a flash card, CD, floppy or hard disk directly into a Web page, or the user can browse a directory to select a file to submit to the Web page. Secondly, the technology gives the user an opportunity to confirm the submission with a visual representation, for example by generating a thumbnail image of the rich media file that has been selected. Additionally, batch submission is provided to allow a user to drag and drop or select multiple media objects into a Web page. Submission from a Web page to a Web page is also provided for. Critical to meeting the diverse needs of different Web site's, the submission tool is completely configurable. It is able to perform a variety of intelligent preprocessing on media objects prior to upload, for example, sizing, formatting, cropping, rotating, lightening or darkening. Additional information is captured when the media objects are submitted. The submission of information about the user and the media objects facilitates automatic integration of the media objects within existing databases. www.pictureworks.com

NEXTPAGE LIVEPUBLISH SUITE 2.0 SHIPPING
11/22/99

NextPage announced broad availability of its LivePublish 2.0 suite of professional Internet and intranet publishing software products. LivePublish 2.0 is an XML-enabled enterprise publishing platform that gives corporate enterprises and commercial publishers unprecedented scalability, flexibility and control over their content including simultaneous distribution of content through corporate portals, commercial Web sites and disconnected, browser-based CD-ROM/DVD. NextPage LivePublish Suite 2.0 is available now from NextPage and its business partners worldwide. Corporate LivePublish Server pricing begins at $4,995 for 10 concurrent users. For commercial publishers, the LivePublish Server & Distribution Kit are priced at $9,995 plus additional fees for distribution of commercial publications. www.nextpage.com

INTRANET SOLUTIONS ANNOUNCES XPEDIO QUICKSTART PROGRAM
11/22/99

IntraNet Solutions, Inc., announced the availability of a QuickStart program for the recently launched Xpedio Content Management system that provides packaged consulting services to accelerate customer implementations. Xpedio is a single source, end-to-end content management solution that delivers quick deployment and fast return on investment. The QuickStart program for Xpedio includes an onsite dedicated technical services team providing support in key areas such as: database installation, system administration and security setup, meta data configuration, setup for custom templates and project files, Web layout and design, user interface and form design, configuration of business rules to enable personalization and profiling. Pricing for the Xpedio QuickStart program is $15,000 and is available immediately. www.intranetsolutions.com

WAP FORUM SELECTS OPEN GROUP
11/22/99

The Open Group announced an agreement to serve as the certification authority for the Wireless Application Protocol (WAP) Forum's world standard for wireless information and telephony services. For certification testing, The Open Group developed a test suite specification to ensure wireless vendors' products are compliant with the WAP V1.1 specification. As the certification authority, The Open Group will develop and operate the certification program on behalf of the WAP Forum. The WAP Forum has a large number of specifications describing the functionality and specific coding requirements of wireless phones and other devices for WAP certification. The Open Group's test suite measures conformance to the Wireless Markup Language (WML) application layer specifications, as well as WMLscript and WMLscript libraries. The certification test uses a WML server that delivers tests that run on the devices or phones, and performs a functionality and interoperability

test at the application level. WML, an XML application, serves as the markup language for WAP devices, just as HTML is the markup language for web pages. WMLscript and the associated WMLscript Libraries define a programming language, related to the ECMAscript language used for programs to run on web browsers. The Open Group will develop additional tests for the cache model, which defines how WAP compliant phones and gateways store information. The consortium will also develop tests for the use of WAP phones in multiple languages, ensuring the phones will be able to display numerous characters sets, including Japanese, as well as the ASCII character set. www.opengroup.org

TUMBLEWEED TO ACQUIRE WORLDTALK
11/18/99

Tumbleweed Communications Corp. and Worldtalk Corporation jointly announced Tumbleweed has entered into a definitive agreement to acquire Worldtalk. With the addition of Worldtalk, Tumbleweed enters the e-mail content filtering space, another rapidly growing sector in messaging. Worldtalk, which introduced its first e-mail content filtering solution in 1997, has grown its 1999 year-to-date revenue for this product family more than 180% over the same period in 1998, from $1.7 million to $4.9 million. Worldtalk's technologies will enhance Tumbleweed's Integrated Messaging Exchange (IME) the infrastructure companies use for both business-to-business and business to consumer online communications. When combined with Worldtalk's WorldSecure e-mail content filtering products, IME enables customers to centrally define and enforce policies that drive new traffic across IME. Upon the completion of the transaction, Worldtalk will become a wholly owned subsidiary of Tumbleweed. Under the terms of the agreement, Worldtalk shareholders will receive a fixed exchange ratio of 0.26 Tumbleweed common shares for each share of Worldtalk common stock. The transaction is expected to close in the first quarter of 2000. www.tumbleweed.com, www.worldtalk.com

INFOTERIA ANNOUNCES SUPPORT FOR BIZTALK
11/18/99

Infoteria Inc. announced its support for Microsoft's BizTalk Framework. BizTalk Framework will appear in upcoming Infoteria products such as XML Solution Components and XML Schema Design Service such as MML (Medical Markup Language) released by the Japan Association for Medical Informatics (JAMI). Infoteria's announcement of support today is the first by a Japanese company. www.infoteria.com

IMAGEX.COM JOINS COMMERCE ONE MARKETSITE
11/18/99

ImageX.com, Inc. announced a strategic direction that will result in the distribution of ImageX.com's e-procurement services on Commerce One MarketSite, a business-to-business commerce portal. ImageX.com's system enables corporations to modify, proof, order and manage custom printed business materials directly over the Internet. MarketSite is Commerce One's business-to-business commerce portal for electronic procurement. The Commerce One Solution dynamically links buying and supplying organizations into real-time trading communities. This includes Commerce One MarketSite, which automates supplier interactions from order to payment. ImageX.com builds custom e-procurement Web sites, called Online Printing Centers, for mid-to large-sized corporations. The sites feature electronic catalogs containing customers' branded printed materials. ImageX.com provides the ability for online ordering, management, and modification of a variety of materials ranging from office stationery to complex marketing materials. Accessible from any Internet-connected desktop computer, ImageX.com's service provides consistent quality, locks in corporate design standards, allows for quick modification and proofing, and enables distributed ordering for businesses with offices worldwide. ImageX.com gives the customer tremendous control over the procurement process. www.imagex.com, www.commerceone.com

THE E-CONTENT COMPANY INTRODUCES XML DYNAMIC CONTENT WEB SERVER
11/17/99

The e-content company, a division of Interleaf, Inc. announced BladeRunner Web, a highly scalable dynamic XML content server. Designed to host the next generation web site, BladeRunner Web reinforces the e-content company's position by delivering an end-to-end XML content management solution that enables content creators to publish content in virtually any format to a variety of web-enabled devices. With BladeRunner Web, companies can now better leverage their valuable content and the Web to build successful e-businesses through e-relationships. BladeRunner Web is an extension of the e-content company's XML-based content management solution. Designed specifically for the next generation Web, BladeRunner Web is highly scalable so it can handle volumes of information and a large number of Web-based transactions. A primary benefit to BladeRunner Web is that it holds a single copy of HTML or XML content from which virtually any number of presentations can be dynamically generated by simply applying the appropriate XSL style sheet. This eliminates the redundancy of having to manually re-create many versions of the content for each presentation. In addition, BladeRunner Web features a distinct set of tools including Composer/Styler which allows users to edit XML and create customized style sheets; XML Authoring for Microsoft Word, an add-on for enabling XML output from this popular word processing application; and a collection of management tools that allows users to monitor and control content operations. BladeRunner Web is scheduled for general release in the first quarter of calendar year 2000. www.xmlcontent.com

SS&C TECHNOLOGIES ANNOUNCES ADVANCEMENTS
11/17/99

SS&C Technologies, Inc unveiled the first phase of its XE (Cross Enterprise) application platform. According to SS&C, the XE development platform utilizes Microsoft's Distributed Component Object Model (DCOM) development strategy and Microsoft Message Queue (MSMQ) messaging services to deliver XML messages

across a wide area, virtual private network (VPN) on the Internet. The XML messages contain workflow instructions, as well as content and schema description. MacLaughlin expects the Antares XE/CAMRA XE solution to be in beta by the end of the year. www.ssctech.com

INTERWOVEN & ART TECHNOLOGY GROUP EXPAND PARTNERSHIP
11/17/99

Interwoven and Art Technology Group announced a significant expansion of their successful partnership based on a series of joint sales, marketing, and development initiatives. Together the companies currently offer an integrated solution of Interwoven TeamSite and ATG's Dynamo product suite to build, maintain, and extend personalized relationships with online customers. ATG and Interwoven will continue to leverage the advantages of open standards-based architecture ensuring further interoperability, greater flexibility and more rapid time to Web. ATG and Interwoven are building on their customer-proven success and extending their collaborative efforts through new initiatives in sales, marketing, and product development. Joint marketing activities include additional physical and online seminars, as well as trade shows and other events. The companies are investing in additional joint training of their sales organizations and are also cooperating to bring the integrated solution to more customers, more efficiently and more effectively. www.interwoven.com, www.atg.com

WEST PALM BEACH TECHNOLOGIES LAUNCHES XML TOOLS
11/17/99

West Palm Beach Technologies, Inc. announced the availability of extensive XML tools for its 0-0.com (ZERO dash ZERO dot COM) Universal Commerce Portal. These new tools, part of WPBT's Internet Rapid Application Development (iRAD) solution set, enable companies to rapidly and cost-effectively mine legacy data and exchange trading information among customers, suppliers and business partners. www.0-0.com

W3C ISSUES XSLT AND XPATH AS RECOMMENDATIONS
11/16/99

The World Wide Web Consortium (W3C) released two specifications, XSL Transformations (XSLT) and XML Path Language (XPath), as W3C Recommendations. These new specifications represent cross-industry and expert community agreement on technologies that will enable the transformation and styled presentation of XML documents. A W3C Recommendation indicates that a specification is stable, contributes to Web interoperability, and has been reviewed by the W3C membership who favor its adoption by the industry. As more content publishers and commercial interests deliver rich data in XML, the need for presentation technology increases in both scale and functionality. XSL meets the more complex, structural formatting demands that XML document authors have. XSLT makes it possible for one XML document to be transformed into another according to an XSL Style sheet. As part of the document transformation, XSLT uses XPath to address parts of an XML document that an author wishes to transform. XPath is also used by another XML technology, XPointer, to specify locations in an XML document. Together, XSLT and XPath make it possible for XML documents to be reformatted according to the parameters of XSL style sheets and increase presentation flexibility into the XML architecture. The XSLT Recommendation was written and developed by the XSL Working Group, which includes key industry players such as Adobe Systems, Arbortext, Bell Labs, Bitstream, Datalogics, Enigma, IBM, Interleaf, Lotus, Microsoft, Novell, Oracle, O'Reilly & Associates, RivCom, SoftQuad Inc, Software AG, and Sun Microsystems. Notable contributions also came from the University of Edinburgh and a range of invited experts. The XPath Recommendation pooled together efforts from both the XSL Working Group and the XML Linking Working Group, whose membership includes CommerceOne, CWI, DATAFUSION, Fujitsu, GMD, IBM, Immediate Digital, Microsoft, Oracle, Sun Microsystems, Textuality, and the University of Southampton. www.w3.org

ARTESIA TECHNOLOGIES' TEAMS 3.0 SHIPPING ON ORACLE 8I & ORACLE INTERMEDIA
11/16/99

Artesia Technologies, Inc. announced that it's TEAMS 3.0 Digital Asset Management solution supports a full-scale implementation on the Oracle8i database with Oracle interMedia. This integration of TEAMS 3.0 and Oracle8i provides an enterprise-class and infinitely scalable framework that enables the delivery of multi-media and streaming video content directly from the Oracle Internet Platform. Native to the Oracle environment, TEAMS 3.0 allows organizations to more efficiently and cost-effectively import, manage and re-express all of their valuable media assets. As a result of this capability, all content - audio, video, graphics, images and text - may be organized, edited, and linked together for use in a wide variety of enterprise applications, including digital brand management, web and multi-channel publishing and other e-business applications. Central to TEAMS' value is its ability to leverage the wealth of customizable metadata associated with each asset to optimize search and retrieval, ensure secure access, and safeguard intellectual property. Other principal new features of TEAMS 3.0 include: new load-balancing and fault-tolerant features helping to ensure seamless, high performance, high availability operations for business-critical applications; a new personalization feature allowing users to create customized views of content; and enhanced ability to create and export multi-media content within the TEAMS framework. By using these new features, users can build a wide variety of multi-media content and export assets with XML and associated style sheets into a number of other formats, including HTML and Quark.
www.artesiatech.com

DISA EXPANDS ROLE TO INCLUDE XML
11/16/99

The Data Interchange Standards Association (DISA) launched the Collaborative Services initiative that expands the association's reach to XML and Internet technology development. Embracing an innovative dynamic that is continually evolving, DISA is working on developing XML specifications with a wide array of organizations, including OpenTravel Alliance (OTA), Interactive Financial Exchange (IFX) Forum, and Mortgage Bankers Association of America's (MBA) Mortgage Industry Data Standards Maintenance Organization (MISMO) initiatives. Other DISA partnerships, such as BizTalk, World Wide Web Consortium (W3C), Organization for the Advancement of Structured Information Standards (OASIS), and the Accredited Standards Committee (ASC) X12, are also crafting XML and Internet-related technologies. DISA offers today's organization a constellation of separate services that together provide a comprehensive package for every e-business initiative, including XML and Internet technologies. Favored for its professionalism and international recognition, DISA covers everything from managing membership administration to providing information technology services. www.disa.org

UWI.COM ANNOUNCES INTERNETFORMS MANAGEMENT SERVER
11/16/99

UWI.Com announced the forthcoming release of InternetForms Management Server, a production, distribution, and management center for InternetForms deployments. Management Server reduces lifecycle costs and expands market reach for InternetForms-based e-commerce and e-business applications. It automatically deploys, installs, updates, and maintains Internet-Forms application components, related data files, documents, and software packages securely throughout the enterprise, across the intranet, extranet, or Internet, and to nomadic users anywhere. An addition to the company's InternetForms Commerce System, Management Server is slated for release in December. Management Server is a key component for robust web applications utilizing Public Key Infrastructure (PKI); applications with remote, nomadic users; and those with large-scale rollouts and an increasing user base that will escalate demands on IT resources. It allows organizations to automate and streamline InternetForms deployments to browsers anywhere on the Internet without requiring intervention from end users. www.uwi.com

ebaseOne to Host Marimba's DocService
11/16/99

Marimba, Inc. and ebaseOne Corporation announced that ebaseOne will host Marimba's new DocService product for a low, flat monthly fee. DocService is the second in a series of applications to be hosted as an ebaseOne OneServ application. DocService delivers virtually any type of document, including simple text files as well as complex HTML documents that include links and sub-documents aggregated as a single logical document. Current document delivery mechanisms, such as e-mail, Web servers, document management solutions, or hard copy, each have advantages in specific situations, but they typically lack DocService's ability to automate the entire delivery and update process. With DocService, if a document publisher makes a change, that change can immediately be reflected back through the enterprise, ensuring that everyone is always working from the latest document version. DocService is available from ebaseOne, as a stand-alone service delivered over the Internet or as a companion product to other OneServ offerings, for only $15 per month. www.ebaseone.com, www.marimba.com

Ricoh Unveils eCabinet
11/16/99

Ricoh Silicon Valley, Inc. unveiled the eCabinet, an information management solution targeted to solve the daily document management needs of small businesses and corporate department workgroups. Ricoh's eCabinet is an affordable, centralized product for automatically capturing, filing and retrieving documents from virtually any source — such as e-mails, faxes, Web-content, photocopies, scans and PC documents. This new product combines the strength of office networks, the Internet and advanced thin-server technology to create an integrated system that allows workgroups to easily manage both electronic and paper documents. www.ricoh.com

Interwoven & Cisco Partner on Content Management
11/15/99

Interwoven, Inc announced an alliance with Cisco Systems, Inc. Under the agreement, Interwoven will team with Cisco to co-develop Web content management best practices, align market strategies and jointly market solutions to customers. The combination of Interwoven's TeamSite Web content management system and Cisco's Internet Business Solutions provides an infrastructure for customers to optimize and accelerate their transformation to eBusiness. The synergy between Cisco and Interwoven creates a combined domain expertise in helping customers build and maintain Web sites. Interwoven will benefit from Cisco's Internet business technology experience as well as its market share in networking products and services. Both companies will benefit through joint technical development and integration. www.interwoven.com

Andromedia Announces Smart eMarketing for Vignette
11/15/99

Andromedia, Inc. announced ARIA for Vignette and LikeMinds for Vignette - Andromedia's Web site analysis and personalization solutions optimized for customers using Vignette's Story-Server. ARIA for Vignette is a Web site analysis solution that tracks StoryServer page titles and Profile Marks out-of-the-box. ARIA for Vignette enables e-marketers to know their customers better, analyze dynamic content, and gauge campaign and site effectiveness in realtime. It tracks dynamic content on sites built with Vignette's StoryServer and delivers the power and intelligence to analyze visitor behavior across geographically dispersed, multi-server Story-Server sites. Vignette Lifecycle Personalization approach enables a Web site to provide a dynamic, personalized experience based on demographics and viewing behaviors. Andromedia's LikeMinds collaborative filtering technology complements and extends these capabilities by making use of every interaction with Web visitors-individual clickstream data, purchase history, explicit preferences and product similarities-to engage Web visitors with highly accurate product recommendations. Optimized

for StoryServer sites, LikeMinds for Vignette enables the two technologies to work together to deliver accurate realtime personalization capabilities. ARIA for Vignette and LikeMinds for Vignette will be commercially available in Q1 2000. The Andromedia Worldwide Services Group will provide implementation support for the deployment of ARIA for Vignette and Like-Minds for Vignette as part of the product offerings. Different levels of consulting are available to meet unique customer requirements. www.vignette.com

NET.GENESIS ANNOUNCES NET.ACTIVATOR
11/15/99

net.Genesis Corp. unveiled net.Activator, an integration of event-driven technology into an analytical platform. net.Activator is a patent-pending, XML-based extension of the net.Analysis platform that enables e-businesses to leverage e-customer intelligence into marketing action in an automated environment. net.Activator utilizes the e-customer data that has been collected, stored and analyzed by net.Analysis to trigger events—ads, content, mail and e-mail—that enrich one-to-one marketing. net.Activator leverages XML capabilities, building them onto its event-driven engine, triggering events based on the information that net.Analysis has filtered, cleansed and correlated into actionable business views. net.Analysis then tracks the effectiveness of the triggered ad, content or mail, closing the loop in the customer intelligence value cycle. net.Activator extends the existing net.Analysis Scheduling and Publishing system to encompass subscription requests from other applications. net.Activator generates and distributes reports automatically to interested applications. It is implemented with a programmatic, event-driven, publish-and-subscribe mechanism. www.netgen.com

LERNOUT & HAUSPIE LICENSES LINGUISTIC TECHNOLOGIES TO SYMBIAN
11/15/99

Lernout & Hauspie announced that it has licensed its language technologies to Symbian. Symbian has integrated L&H's linguistic tech-

nologies into its platform, whose licensees include Ericsson, Matsushita, Motorola, Nokia, Philips and Psion. This agreement helps to expand L&H's technologies to the fast growing worldwide market for Smartphones and other Internet-enabled consumer devices. Symbian licensed both L&H's International CorrectSpell and the Intellifinder Reference Engine technologies. International CorrectSpell uses language-specific text analysis to spell check and correct documents; IntelliFinder uses advanced indexing and retrieval methods coupled with linguistically motivated algorithms to find information in structured reference works. Both technologies are available in a variety of languages. The L&H technologies licensed to Symbian are included in the current generation of the Symbian platform. Providing key commercial and technological advantages for manufacturers of Wireless Information Devices, the Symbian platform provides an operating system, customizable user interfaces, color support, fit-for-purpose application suites, advanced Internet connectivity, and PC connectivity software. www.symbian.com, www.lhs.com

INTRAWARE ADDS OBJECT DESIGN'S EXCELON
11/15/99

Intraware, Inc. announced a strategic relationship with Object Design, Inc. Today's alliance enables Intraware customers to access the Object Design product line through intraware.shop. Intraware customers can now purchase online, perform online demonstrations, and electronically receive eXcelon, Object Design's XML-based application development environment for building and deploying e-business applications. Intraware is also including Object Design's eXcelon Stylus, the industry's first professional XSL editing tool, in its XML Starter Kit. Intraware's XML Starter Kit, which is available on Intraware's Everything-XML Web page www.everything-xml.com , is a specially priced XML product bundle designed specifically for corporate developers. In addition to the eXcelon Stylus XSL style sheet, the XML Starter Kit includes a dynamic XML server, an XML editor and XML schema tool, as well as XML training. eXcelon is immediately available through intraware.shop. Pricing for eXcelon ranges from $199 for the eXcelon Stylus XSL editor to $15,000 per CPU for an eXcelon deployment license. Intraware's XML

Starter Kit, which consists of a bundle of products, is priced at $1250, www.intraware.com.

E-CUSTOMER SOLUTION VENDORS FORM CUSTOMER PROFILE EXCHANGE 'CPEX' WORKING GROUP
11/15/99

Addressing the need for e-businesses to maintain a singular, holistic view of their customers, vendors in the e-business and e-customer applications market today announced the Customer Profile EXchange (CPEX) working group. CPEX offers a vendor-neutral, open standard for facilitating the privacy-enabled interchange of customer information across disparate enterprise applications and systems. Charter working group members currently include: Andromedia/Macromedia, Calico Commerce, Cogit, Compaq, Digital Impact, DoubleClick, Engage Technologies, Fujitsu Software Corporation, Harte-Hanks, IBM, InsWeb, Intuit, Lumeria, Marketsoft, Net Perceptions, net.Genesis, Oracle, Personify, Siebel Systems, Sun/Netscape Alliance and Vignette Corporation. Additional organizations that have formally expressed interest in joining the CPEX effort include Lucent Technologies CRM Solutions, Proxicom, U.S. Interactive and others. The CPEX standard integrates online and offline customer data in an XML-based data model for use within various enterprise applications both on and off the Web. The result is a networked, customer-focused environment that allows e-businesses to leverage a unified view of their customers into more compelling e-relationships. More than simply a DTD or XML tag set, CPEX will include a data model, transport and query definitions, and a framework for enabling privacy safeguards. Few of today's supply and demand chains share a unified image of the customer, leaving customer support, order management, lead sharing and other primary business functions working independently to grasp a customer's identity, behavior and needs. Customer service capability is severely reduced by this lack of shared information, creating significant and redundant short and long-term IT integration costs. Businesses will be able to apply CPEX across a disparate range of back-office applications, front-office applications and Web customer automation applications. While the benefits of a singular cus-

tomer view are growing increasingly apparent within an enterprise, CPEX solutions will prove vital in tomorrow's world of connected enterprises. The CPEX working group intends to develop an open-source reference implementation and developer guidelines to speed adoption of CPEX among vendors. Open to any vendor that wishes to contribute to the standard, the CPEX working group is chaired by Siebel Systems, the Marketing Committee is co-chaired by net.Genesis and Vignette Corporation, and Andromedia/Macromedia chairs the Technical Committee. The CPEX working group is hosted by IDEAlliance.org, a neutral, non-profit organization that also hosts ICE, PRISM and several other XML working groups. www.cpex.org.

This is something to watch carefully for a number of reasons. There is certainly an important XML application here, but one question is whether a single app makes sense, i.e., what should the scope be? This group will also have to say something the privacy issue, etc.

ORACLE ANNOUNCES XML-BASED INTEGRATION SERVER SOFTWARE
11/15/99

Oracle Corp. announced Oracle Integration Server, providing XML-enabled infrastructure for enterprises and e-business exchanges. In combination with Oracle's portal strategy, Oracle Integration Server incorporates business process integration on all levels-including user interfaces, applications and back-end data-to easily transfer data internally and business-to-business. Also, the Oracle Integration Server includes message warehousing to enable analysis and optimization of business processes. As e-businesses expand electronic commerce initiatives beyond consumer storefronts to Internet exchanges, business process integration is crucial to success. When dealing with numerous partners or merging with other companies, e-businesses often find a mixture of incompatible IT infrastructures which make information exchange nearly impossible. Rather than a whole-sale replacement strategy or point-to-point solutions, Oracle Integration Server provides a standards-based integration layer above these different systems, enabling information to flow easily between different applications and systems. By utilizing XML the Oracle Integration Server facilitates data exchange, reduces inte-

gration costs, and increases customer flexibility. Oracle Integration Server is expected to be the first among mainstream vendors to enable message interchange between heterogeneous messaging systems such as IBM MQSeries, TIB/Rendezvous, and Oracle Advanced Queuing. In addition, the software supports different methods of message transmission, including publish, subscribe, point-to-point, and multi-cast. As part of its e-business integration strategy, Oracle is working with a number of vendors such as TSI Software, Vitria Technology, TIBCO Software, Active Software, STC, and Oberon to provide a comprehensive enterprise integration solution. The Oracle Integration Server is scheduled to be available in Q1, CY 2000. www.oracle.com

XEROX DOCUSHARE 2.1 ADDS FEATURES
11/15/99

Xerox Corporation provided the first public look at a new release of its DocuShare software. DocuShare is a secure, web-based software product for managing and sharing knowledge throughout any organization. DocuShare 2.1 is easy to install, use, and maintain, and provides a secure, convenient environment to manage documents and information. Users can access DocuShare through any current web browser on any platform to share, search for and manage information. New features include: Saved Queries – "Query Collections" can be created and saved so frequently used queries are always available and up to date. Notification –email is sent to users notifying them of defined collection changes via DocuShare 2.1's "Subscribe" feature. And summarization –intelligent document summaries are created on-the-fly without having to actually open the file. DocuShare 2.1 is available for purchase immediately and will ship in December. Suggested retail price for a 50-user license is $4,995, and 500-user license is $19,995. An unlimited user license is $49,995. A 50-seat add-on is $2,495. www.xerox.com

XEROX SHOWS ASKONCE META-SEARCH SOFTWARE
11/15/99

Xerox Corporation provided the first public look at askOnce, information agent software that helps organizations leverage the information in documents and take action on it. askOnce is meta-search software that provides secure access to multiple internal and external knowledge sources (e.g., DocuShare or other corporate repositories, databases, web sites) to simplify and improve search, retrieval and manipulation of information. askOnce passes queries to many search engines, directories, or databases and then summarizes all the results. askOnce can even search "metadata" from each information source that is not normally visible (this might include information about the data's source, origin, length, author, etc.) askOnce standardizes the user's interaction with multiple search engines, directories and databases. Results are presented in a consistent format as though from a single source. askOnce accesses information resident in Xerox DocuShare, Documentum, Lotus Notes and Oracle repositories, as well as through the popular AltaVista Internet search engine. Wrappers to other repositories are under development, and a Wrapper Development Kit allows for customized access to additional data sources as well. Suggested retail price for a 50-user license is $4,995; a 500-user license is $19,995. Current customers of DocuShare, Xerox' popular knowledge sharing software, will enjoy a 30% discount on askOnce through March 31, 2000.Xerox will accept orders for askOnce immediately, with delivery in late 4Q99. www.xerox.com

SEQUOIA PARTNERS WITH ARCHITAG TO EXPAND XML TRAINING
11/15/99

Sequoia Software Corporation announced a partnership with Architag University to offer the public training courses in XML at Sequoia's Columbia, Maryland corporate offices. The joint training program addresses the exploding demand for programmers with experience at developing XML-based information systems and reflects Sequoia's long-standing commitment to accelerating the adoption of XML. Schedules and registration information for January, February and March 2000 sessions are posted on both the Sequoia Software and Architag University Web sites. Among the classes scheduled, Architag University will present XML 101, a five-day session covering a wide range of content from XML basics to using XML for developing data-driven Web architectures, from January 10 to 14. For the latest class information visit www.architag.com/university or www.sequoiasoftware.com

IPTC ANNOUNCES WORK PROGRAM FOR XML NEWS INTERCHANGE
11/15/99

At their recent meeting in Amsterdam, members of the IPTC agreed to revamp their operating structure and establish a new work program, IPTC2000, which will deliver an XML-based standard to represent and manage news through its life-cycle, including production, interchange and consumer use. Entitled NewsML, it is intended that the new framework standard will build on the intellectual property invested in existing IPTC standards such as the Information Interchange Model (IIM), News Industry Text Format (NITF) and the IPTC's widely used Subject Classification Standard. Using XML, it is intended that NewsML will draw appropriately on existing and emerging W3C recommendations. Three working groups have been established to develop the key components of the programme. These are News Structure and Management, News Text and News Metadata. Earlier this year, the IPTC announced the publication of its first XML based standard, News Industry Text

Format (NITF). This work, together with the Information Interchange Model (IIM), will form the basis of NewsML. All existing IPTC standards are copyright IPTC and are administered by the International Press Telecommunications Council, based in England. Information on NITF, IIM and Subject Matter Coding is available at www.iptc.org

PMSC CLAIMS MANAGEMENT SYSTEM TO SPEAK XML
11/12/99

Policy Management Systems Corporation (PMSC) announced through its wholly-owned subsidiary, DORN Technology Group, Inc., that DORN's claims management system and its universal claims data specification are programmed in XML. In this case, XML will streamline the exchange of data between all those processing, managing and analyzing claims via the Internet. As a result, DORN's claims management system, RISKMASTER/World, can reduce significantly the cost of handling claims online. The XML version of RISKMASTER/World will facilitate online communication between claims handlers such as self-insured organizations, third party adjusters, insurance pools, and insurance companies. XML eliminates many problems associated with incompatible data formats. For example, users can more easily exchange data via e-mail, browser, file, and live feeds. This new functionality will help DORN maintain its leadership among providers of online claims management systems. Meanwhile, DORN's universal claims data specification will help claims application developers create custom XML tags that define where specific data elements begin and end. This helps speed the process of establishing a claims data standard for the entire claims industry. www.dorn.com, www.pmsc.com

ICON ANNOUNCES VERSION 3.0 OF XML SPY
11/11/99

Icon Information-Systems announced the release of version 3.0 of its XML Spy product. XML Spy is a professional validating XML editor that lets you edit all XML, XSL, Schema, and DTD files and provides four integrated views on the documents: The Enhanced Grid and Database View shows the entire structure of an XML

document in a hierarchical presentation that allows in-place editing of all elements. Sequences of repeating elements are automatically transformed into a spreadsheet-like display. The Text View gives you the option to view the XML document in source form with customizable syntax-coloring and allows you to directly edit the source for low-level tasks. The integrated Browser View uses Internet Explorer 5 to render an XML document inside XML Spy. This view fully supports CSS and XSL style-sheets and can be displayed in a separate window. The new Import function enables the user to generate XML documents from a wide range of flat and relational data sources: text files, Word documents, Access files, and ODBC database sources. Complete Unicode and character-set encoding support are integrated for seamless data exchange with foreign languages or writing systems. www.icon-is.com

CLICK2SEND.COM LAUNCHES DELIVERY, MANAGEMENT & STORAGE SERVICE
11/10/99

click2send.com, Inc. launched click2send for the Enterprise, a Web-based file delivery, management and storage service to facilitate large-scale business communication via the Internet. The service combines instant global file delivery with in-network format conversion, file synchronization, Web-based storage and the ability to customize the user interface to reflect corporate branding, streamlining corporate communication and collaboration with employees, partners and customers. Using click2send for the Enterprise, users can rapidly and reliably transfer files up to 75MB in size using their Web browser and no additional software. The service notifies recipients about the availability of files for transfer through short email messages that contain URLs pointing to the sender's secure click2send Safe Deposit Box. When recipients click on the URL, their browsers are opened and the users are taken immediately to the file location where files can be downloaded to a local hard disk. Leading business document types, including Microsoft Office, HTML or Windows Media, can be viewed directly in the click2send window without the user having to download the file first and launch it separately. Files can be viewed simultaneously by many recipients in different locations. click2send for the Enterprise

is available now to any business with Internet access for a minimal monthly subscription fee. The service is suited for hard-wired connections and Netscape 4.01 or higher and Internet Explorer 4.00 or higher Web browsers. www.click2send.com

ASP solutions for document management will be popping up like wildflowers. There are many cases where such a solution will make perfect sense.

LIQUID'S PRODUCT TO LINK ALEXUS NETWORKER WITH PEOPLESOFT
11/9/99

Liquid Software, Inc. and Alexus International, Inc. announced their partnership to deliver Networker LiquidLINK for PeopleSoft. Built on LiquidCENTER, Liquid Software's PeopleSoft-certified integration engine, Networker LiquidLINK will use an XML-based exchange methodology to create efficient end-to-end workflow between PeopleSoft and Networker workforce applications, including: staffing and position management; requisition, job posting and candidate management; recruiting and hiring; and employee deployment, development and retention. Using secure, role-based access, Alexus Networker empowers recruiters, hiring managers, and salaried and hourly employees to participate in workforce processes from a user-friendly desktop browser. With Networker LiquidLINK, PeopleSoft customers will enjoy this best-of-breed functionality while leveraging the power of their ERP backbone. XML will be central to the LiquidLINK integration. Requisitions created in PeopleSoft will translate into XML documents that trigger Networker workflow, and new hire profiles expressed as XML will feed through PeopleSoft's Message Agent API into the HRMS. www.liquidinc.com, www.alexus.com

COLLABRIA TO MARKET PRINTCOMMERCE THROUGH ARIBA & SUPPORT CXML
11/9/99

Collabria, Inc. announced they will market Collabria PrintCommerce e-business service for printers, print resellers and print buyers through the Ariba Network business-to-business e-commerce platform. Collabria has joined Ariba Supplier Link (ASL) program, the Ariba supplier

partner initiative designed to make goods and services readily available via the Internet. Collabria also announced that it will collaborate with Ariba on the continued development of cXML, an Internet standard for exchanging supplier content and transaction information between buyers and suppliers. Collabria will use cXML to make Collabria PrintCommerce e-business services for printers and print buyers available via the Ariba Network platform. By integrating cXML into Collabria PrintCommerce, Collabria customers (printers and resellers) will be able to leverage their e-commerce investments and maintain differentiation. They can make their services and brand presence directly accessible to print buyers through the Ariba Network service. Buyers benefit through direct access to Collabria's print management solutions from Ariba's cXML Internet Catalog feature. www.collabria.com, www.ariba.com

ORACLE ANNOUNCES AVAILABILITY OF XML DEVELOPER'S KIT
11/9/99

Oracle Corp. announced the immediate availability of the beta version of Oracle XML Developer's Kit-bundled components, tools and utilities for building and deploying XML-enabled applications to create and maintain e-business marketplaces. In addition, Oracle is also establishing an XML support program to help ensure consistent, reliable and speedy deployments of XML business-to-business infrastructures. The Oracle XML Developer's Kit (Oracle XDK) is available for developers working in a variety of programming languages. It provides the XML infrastructure and reliability companies need to easily exchange information across systems to create more efficient systems for competing in today's global business landscape. Specifically, Oracle XDK includes the following: XML Parsers: supporting Java, C, C++ and PL/SQL, the components create and parse XML using industry standard DOM and SAX interfaces. XSL Processor: transforms or renders XML into other text-based formats such as HTML. XML Class Generator: automatically generates Java and C++ classes to send XML data from Web forms or applications. And XML Transviewer Java Beans to visually view and transform XML documents and data via Java components. In order to pro

vide support to Internet developers, XML experts in Oracle Support will provide both phone and Web-based support for Oracle XDK. Support will be free of charge to those with a current maintenance agreement for the Oracle database or Oracle Application Server. In addition, stand-alone support for Oracle XDK may be purchased online-via the Oracle Store at http://store.oracle.com The beta version of Oracle XDK is immediately available for free via the Oracle Technology Network (OTN) at http://technet.oracle.com . The production version is scheduled to be available by the end of the year. www.oracle.com

BLUESTONE UPDATES VISUAL-XML
11/9/99

Bluestone Software, Inc. announced the general availability of Bluestone Visual-XML 1.1, the latest release of the company's toolkit for building XML applications. The new version expands XML options for intra- and inter-company integration and simplifies customization of dynamic XML applications. In doing so, Bluestone Visual-XML 1.1 provides easier application and data integration for users of Bluestone XML Suite, the company's integration server framework, and Total-e-Business, Bluestone's comprehensive e-business solution that includes XML Suite as its integration server component. Enhancements to Bluestone Visual-XML focus on expanding the reach of XML to customers, partners, and systems, as well as expediting the customization of XML-driven business systems to let users quickly respond to changing business requirements. Bluestone Visual-XML's new transformation engine and dynamic XSL engine combine to support a wide range of XML documents, DTDs, client devices, and user display preferences, while the new Universal Listener Framework (ULF) Console gives users point-and-click control over ULF services. As a Pure Java application, Bluestone Visual-XML runs on all Java Virtual Machines (JVMs) on virtually all platforms. Bluestone Visual-XML 1.1 is now available through Bluestone, Intraware, and Merisel for a suggested retail price of $99 per seat. www.bluestone.com

CYCLE SOFTWARE ANNOUNCES NEW LIVEDATA XML SERVER
11/9/99

Cycle Software announced LiveData Server version 5.0 with XML. LiveData Server Version 5.0 with XML offers the innate power and flexibility of XML with the following special features: Fast and friendly schema mapping - Every external protocol and application is mapped into an object framework - a maximally flexible middle ground where it is possible to do the correct mappings from one to another. Bi-directional communication - Specific requests made via XML to server are coordinated into several underlying requests to different systems supported by LiveData Server such as ICCP. They are then intelligently mapped back up to an interactive, state-of-the art Web page or commonly deployed DBMS system. And support for the latest browser side Java Scripting techniques, including Microsoft extensions. LiveData Server Version 5.0 with XML will be available in Q1 2000. www.livedata.com

CORIO SIGNS-UP BROADVISION, COGNOS & COMMERCE ONE
11/9/99

Corio, Inc. announced that BroadVision, Cognos and Commerce One have joined previously announced partners, PeopleSoft and Siebel to offer their respective solutions through the Corio Intelligent Enterprise. Corio continues to redefine the ASP model with the unveiling of the Corio Intelligent Enterprise, a modular solution offering applications in a pre-integrated package - over a secure network, for a monthly fee. By providing these functional applications on the Corio Intelligent Enterprise, Corio customers will enjoy all the benefits of an environment without the large costs and IT challenges associated with making them all work together. www.corio.com

Watching how Corio deals with this variety of applications might provide some insight into what kinds of applications make sense for an ASP channel and which don't. We are skeptical of many proposed ASP apps in the near term.

SOUTH WIND DESIGN ANNOUNCES xmlFX DTK
11/9/99

South Wind Design, Inc. announced the release of xmlFX Developer Toolkit for C++(TM) v1.0 (xmlFX DTK) to expedite the development of business-to-business XML applications. Key benefits include Internet-readiness and an intuitive yet powerful XML query language (SXQL) for accessing and manipulating transactional XML documents. Because it leverages existing skill sets, there is little or no learning curve. The xmlFX DTK is targeted at the manipulation of transactional documents as opposed to display documents in a production environment that processes hundreds of thousands of XML transactions every day. Built-in Internet support empowers the user to read and write XML documents over the Web, using HTTP and FTP protocols. The xmlFX DTK is available now, complete with on-line documentation and Web-enabled technical support. The initial release targets Microsoft Visual C++ 6. The xmlFX DTK sells for $495 USD, and source code is available for an additional $795 USD. For a limited time, both packages are bundled at $995 USD, see www.swdi.com/products.htm . An evaluation edition will be available for free download soon. A 30-day satisfaction guarantee is in effect for the object code version. The xmlFX DTK is royalty-free. www.supportability.com

OFFICIAL DOCUMENTATION FOR DOCBOOK DTD RELEASED BY O'REILLY
11/9/99

OASIS, the organization responsible for the continued maintenance of the DocBook DTD, has designated O'Reilly's latest release, "DocBook: the Definitive Guide", as the official documentation of the DocBook DTD. DocBook is a system for writing structured documents using SGML and XML. DocBook, provides all the elements you'll need for technical documents of all kinds. A number of computer companies use DocBook for their documentation, as do several Open Source documentation groups, including the Linux Documentation Project (LDP). With the consistent use of DocBook, these groups can readily share and exchange information. With an XML-enabled browser, DocBook docu-

ments are as accessible on the Web as in print. "DocBook: The Definitive Guide" will be at your local bookstore, and in its entirety, online at www.oreilly.com/catalog/docbook/chapter/book/docbook.html

HYNET ANNOUNCES HYNET DIRECTIVE 3.0
11/9/99

Hynet Technologies announced the availability of Hynet Directive 3.0, a web content globalization system that enables e-businesses to deliver critical information such as marketing collateral and personalized web pages in multiple languages simultaneously. Hynet Directive 3.0 is designed to rapidly build Dynamic Customer Content (DCC) e-business solutions - information tailored to the specific needs of individual customers - for "publishing on the fly" in multiple formats and languages. Hynet Directive 3.0 is a full-function single source system that manages XML chunks of information that can be translated to multiple languages and "associated" to the single source original in the content vault. When published through HTML templates to multiple sites, a consistent message appears to customers in their native language. Standard browsers can determine the right default language to display for each customer because of the Hynet technology. Hynet Directive 3.0 also includes a transformation engine HyConvert that is scriptable using Javascript, JScript and VBScript. HyConvert can output information to XML, HTML, Microsoft Word, Adobe FrameMaker, Adobe PDF formats and many more. Hynet's use of XML combined with Directive's point-and-click functionality lets users easily generate multiple electronic publications or develop custom content to be delivered over the Web from within one integrated publishing environment. www.hynet.com

APACHE SOFTWARE FOUNDATION LAUNCHES XML.APACHE.ORG PROJECT
11/9/99

The Apache Software Foundation, in collaboration with Bowstreet, DataChannel, Exoffice, IBM, Lotus Development Corporation and Sun Microsystems, announced the formation of the xml.apache.org Project in response to the over-

whelming demand for Open Source XML and XSL tools triggered by the rapid adoption of XML. xml.apache.org will advance the development and deployment of XML and XSL standards, and demonstrate the power of these technologies on both Web server- and client-side environments. In addition, xml.apache.org will provide a robust set of XML- and XSL-related libraries and applications within an industry-wide, peer-based Open Source development process. The xml.apache.org Project is being bootstrapped with technology donations from several vendors and Open Source XML developers, and will be maintained by the Project team. The donated technologies include: XML4J and XML4C Parsers from IBM, Java Project X and XHTML Parser from Sun Microsystems, LotusXSL, from Lotus Development Corporation, XPages, from DataChannel, FOP, from James Tauber, now with Bowstreet, Cocoon, from Stefano Mazzocchi and the Java-Apache community, OpenXML, from Exoffice and Assaf Arkin, and XSL:P, from Exoffice and Keith Visco. xml.apache. org will name its parser technology Xerces, which will be based on IBM's XML4J and XML4C technologies. The next version will incorporate the best features on Sun's parser and other contributions from the open source community. xml.apache.org

SYMIX PUBLISHES XML SCHEMA FOR COLLABORATION
11/9/99

Symix Systems, Inc. announced that it has published key XML schemas to the BizTalk.org repository as a part of its digitalmidmarket.com initiative for midsize manufacturers and distributors. As a part of its eBusiness initiative, Symix is supporting the use of XML as a common data exchange framework. Symix has posted two midmarket- and industry-specific XML schemas — Bill of Materials (BOM) and Order Promise Date Request/Response — to BizTalk.org to facilitate the collaboration and information exchange between its midmarket customers and their customers and trading partners. Symix plans to post additional schemas to the BizTalk.org repository. www.symix.com

DATACHANNEL DONATES XPAGES TO OPEN SOURCE TOOLS LIBRARY
11/9/99

DataChannel will donate its XPages, an XML application markup language, to the Apache XML Project Open Source Library. The rapid adoption of XML has triggered an overwhelming demand for Open Source XML and XSL tools. DataChannel's XPages is an XML application markup language for quickly building data-driven, cross-platform Web applications that integrate disparate data sources. XPages offers a dynamic application environment defined by an XML file that aggregates multiple data sources, makes that data URL addressable and defines custom methods to access that data for presentation at the desktop or other devices. The DataChannel submission to the XML.APACHE.ORG Project includes Java code for a servlet based engine. The Project code, along with developer participation guidelines, is available at http://xml.apache.org/, www.datachannel.com

INTRASPECT INTRODUCES C-BUSINESS SOLUTIONS
11/8/99

Intraspect Software, Inc. introduced c-business solutions for implementing collaborative business practices within and beyond the enterprise. With the latest release of its product, Intraspect Knowledge Server 3.0 (IKS 3.0), Intraspect offers a platform for developing and deploying c-business solutions for web-based collaboration. IKS 3.0 includes several new features that make it easier to use, more reliable and more scalable by a factor of four, accommodating thousands of users per server. IKS complements the full suite of Microsoft desktop products, including Microsoft Outlook, Office 2000, and Microsoft Internet Explorer 5.0. The new release is easier to manage, and features enhanced personalization and customization. IKS 3.0 enables users to quickly personalize their environment by providing template engines that make customization even faster. In addition, IKS 3.0 leverages the latest standards - including Active Directory, LDAP, XML, WebDAV, and FTP - to allow integration into the enterprise. IKS 3.0 is expected to be available next month. The product will be available directly from Intraspect or through its channel partners. Pricing depends on the num-

ber of users. Enterprise deployments range from approximately $160-300 per user. IKS 3.0 can be purchased directly or licensed through subscription. www.intraspect.com

OBJECTSPACE RELEASES DYNAMIC XML
11/8/99

ObjectSpace announced the general availability of Dynamic XML (DXML) 1.0 for Java. DXML simplifies XML development by allowing developers to create, write, and read XML documents as if they were standard Java Beans. Without DXML, developers face a much larger learning curve and must master the intricacies of low-level XML technology like parsers, DTDs and the DOM. ObjectSpace has released DXML free-of-charge to Java developers. DXML is also integrated into Voyager 3.1, the latest release of ObjectSpace's product for enterprise distributed computing. DXML is available for immediate download from the ObjectSpace Web site at www.objectspace.com

QUEST RELEASES VISTA PLUS 4.2
11/8/99

Quest Software, Inc. announced the availability of Vista Plus 4.2, the latest version of Quest's enterprise output management solution. Report Hyperlinking technology has been added to automatically create hyperlinks between reports based on common data values, allowing instant access and navigation to related information. Vista Plus also now allows users to view electronic documents created by common PC applications without having the native application installed on their workstation through the new TransVue Client. Vista Plus uses a centralized repository to capture, store, distribute and archive reports and electronic documents over any network, including the Internet. The new Report Hyperlinking feature adds the ability to automatically create hyperlinks throughout a report to connect to other related reports in the repository. Vista Plus 4.2 is now generally available starting at $50,000 per server with an additional per-seat price based on the number of clients. www.quest.com

BOWSTREET RELEASES WEB AUTOMATION FACTORY
11/8/99

Bowstreet Software Inc. announced the commercial release of the Bowstreet Web Automation Factory, which breaks a critical e-commerce bottleneck by enabling companies to quickly deliver affordable, highly customized business-to-business Web sites for multiple customers and business partners. Bowstreet's Web Automation Factory uses Directory Services Markup Language (DSML), an emerging e-commerce standard pioneered by Bowstreet and supported by IBM, Microsoft, Novell, Oracle and the Sun/Netscape Alliance. The Bowstreet Web Automation Factory, based on patent-pending technology, eliminates what many industry observers believe to be the biggest obstacle to the adoption of B2B e-commerce: the challenge of creating, maintaining and linking Web sites that provide many tightly integrated B2B connections, each customized for the unique needs of a different partner or customer. With today's tools and technology, this process is prohibitively time consuming, complex and costly, often creating a large IT backlog for new B2B capabilities and stalling critical e-commerce initiatives. In the first half of 2000, Bowstreet will launch the Bowstreet Web Services Marketplace, a central exchange on the Internet where companies can freely create, publish, capture and trade Web Services they can incorporate into their own custom B2B Web sites. The Bowstreet Web Automation Factory 1.0 has been shipping to customers since September 1999. It is currently available through Bowstreet's direct sales force and soon will be available through selected systems integrators. The product is sold on a subscription or perpetual license basis starting at around $250,000. Bowstreet also offers professional services to assist companies in developing, deploying and managing large Web programs. Bowstreet is giving away a version of the product, called the JumpStart Edition, to qualified businesses and software professionals at no cost. The JumpStart Edition will enable these users to create custom Web sites and publish Web services for a small number of partners on the Web. The Bowstreet Web Automation Factory runs on the Sun Solaris and Microsoft Windows NT server operating systems. It requires one of these directory services: Netscape Directory Server, IBM SecureWay or Novell NDS. The Bowstreet Web Automation Factory will also be available for Microsoft Active Directory and Oracle Directory Server. www.bowstreet.com

T9 TEXT INPUT LICENSED BY WIRELESS PHONE MANUFACTURERS
11/8/99

Tegic Communications announced it has now licensed its product, T9 Text Input software to more than 20 wireless phone and consumer electronic device manufacturers. The company has licensed T9 Text Input to wireless phone manufacturers who command more than 90 percent of the world's wireless phone market share and has also demonstrated the adaptability of the software to other platforms such as PDAs and MP3 technology. In addition, the company is extending its embedded software expertise with the introduction of wireless instant messaging or "chat" technology. The application, which will be available in an upcoming version of T9 Text Input software for wireless phones, will enable easy integration by wireless service providers, ISPs and Internet portals. With T9 Text Input software embedded on mobile phones and wireless device keypads, individuals can quickly and easily enter words or entire sentences with just one key press per letter. To ensure customers can communicate in their native language, Tegic Communications has made T9 Text Input available in more than 17 language databases. They include Chinese (Simplified, Traditional, BoPoMoFo and Pinyin), Dutch, Danish, English, Finnish, French, German, Italian, Japanese, Korean (Hangul), Norwegian, Portuguese, Spanish and Swedish. The company is also developing linguistic databases for Turkish, as well as other Eastern European and Middle Eastern languages. www.tegic.com

OPTIKA ANNOUNCES OPTIKA EMEDIA E2E-BUSINESS PAKS
11/8/99

Optika Inc. announced the latest release of Optika eMedia and the availability of e2e-Business Paks, that unite existing business processes with new e-business activities. In addition to enhancing functionality of the core product, the latest release of Optika eMedia combines e-business tools and technologies with Optika's high-

volume production imaging, enterprise report management and workflow solution. The e2e-Business Paks, which integrate XML Internet-Forms, EDI, Web EDI and ERP technologies, will enable companies to easily manage disparate transaction information within a single solution. Optika eMedia e2e-Business Paks integrate EDI technology from Harbinger Corporation, ERP technology from J.D. Edwards, and legally binding XML InternetForms technology from UWI.Com. The most recent release of Optika eMedia and all three Optika eMedia e2e-Business Paks will be available on November 19, 1999. The e2e-Business Paks are priced and packaged separately from Optika eMedia. www.optika.com

ARIBA & SIEBEL FORM ALLIANCE FOR E-COMMERCE
11/8/99

Ariba, Inc. Siebel Systems, Inc. announced an alliance that will integrate Ariba eCommerce solutions and the Ariba Network platform with Siebel Front Office Applications. As a result of the integration of Siebel Front Office Applications and the Ariba Network platform, organizations can access the Ariba cXML Internet Catalog and link to the supplier's Web site to search for, configure and select products using Siebel eSales. Siebel eSales, a core component of the Siebel Front Office family, allows suppliers to deploy eCommerce sites that include a rich multimedia product catalog, on-line quotations, a product configurator to configure solutions, and the ability to take orders for business to businesses and business to consumer eCommerce over the web. The Siebel eSales application then transfers the selected products and services into the Ariba user's electronic purchase requisition via cXML data feeds, which the Ariba application routes for approval according to the buying organization's business rules. Once a customer places an order with a supplier, all of the specific information associated with that individual customer will be automatically captured in Siebel Front Office Applications and instantly shared across Siebel Systems' sales, marketing and customer service information systems. Both companies plan to make Siebel Front Office Applications and Ariba eCommerce connectivity available to their customers in Q1 2000. www.ariba.com, www.siebel.com

DOCUMENTUM ADDS EXECUTIVE STAFF
11/8/99

Documentum, Inc. announced the appointments of Dave DeWalt to executive vice president and general manager, eBusiness Unit, and Nazhin Zarghamee to vice president of marketing. DeWalt and Zarghamee bring a combined total of 27 years of eBusiness and information technology product development, marketing and sales expertise to Documentum. Dave DeWalt, Documentum's new executive vice president and general manager of the eBusiness Unit, comes to Documentum after having spent the last four years as a sales and marketing executive at several emerging Internet companies. Assuming the role of vice president of marketing is Nazhin Zarghamee, who has had extensive experience in top marketing roles in the enterprise and Internet technology arena. www.documentum.com

META DATA COALITION ANNOUNCES NEW INITIATIVES
11/8/99

The Meta Data Coalition (MDC), a not-for-profit organization in the process of standardizing metadata, announced today several new key initiatives as part of its technical meeting Nov. 11. In July 1999, the membership of the Meta Data Coalition ratified the MDC-OIM 1.0, which provides the basic meta-model for representing databases and the interrelationships between them. The new initiatives will extend the model into several key areas such as business models and information portals. This will enable the integration of an even larger set of tools and business applications using the MDC-OIM and its XML interchange format. MDC and OMG Aligning Metadata Standards in the Market: As a result of the Metadata Coalition's membership exchange with the Object Management Group (OMG), the data warehousing part of the MDC-OIM has been used as a design reference for the OMG's CWMI (Common Warehouse Metadata Interchange). With the continued co-operation between the technical task forces of both organizations, the metadata standards will be aligned. The MDC is developing a standard for the specification of business rules and the mechanism for exchanging these rules through

XML. The MDC has formed an alliance with the Business Rules Group (author of the white paper that defined the first comprehensive business rules classification), who will participate in the MDC technical meetings. The MDC has established a collaboration with the European Commission's ESPRIT Project ATLAS, which is headed by Unisoft, Greece. ATLAS incorporates technologies for real-time business information systems and plans to use the MDC-OIM Business Engineering and Knowledge Management Models to drive the transition from online to real-time business information systems. Standardized Metadata for Component (Object) Design and Reuse: A component model specifies component interfaces and describes the design, assembly and deployment of components into a system, based on some standard component architectural style. The new model provides the necessary metadata types for these descriptions. The work is based on the meta-model of Catalysis, a UML-based methodology for end-to-end component-based development. Integration of Knowledge Management and Data Warehousing: The integration of user collaboration, document management and business intelligence requires the integration of many different data sources and software services. The MDC-OIM allows a knowledge worker to access information services more easily and supports the use of standard business terminology. Microsoft (an MDC member) will hold a workshop in Redmond, Wash., on Nov. 9-10 to show the integration of information portals through shared metadata using the MDC-OIM. www.MDCinfo.com

EFI LAUNCHES EBEAM TO MAKES INFORMATION FROM WHITEBOARD AVAILABLE OVER INTERNET
11/8/99

Electronics For Imaging, Inc. announced the company is expanding into Internet appliance products. The first in a new family of products, eBeam, converts any whiteboard into a digital workspace, allowing users to capture meeting-notes and diagrams in real time on their personal computer. Words and images can be viewed, edited, and shared across the world using a web browser. The eBeam system weighs approximately one pound and can easily be carried in a laptop case. Setting up eBeam takes less than three minutes. Any word or image

drawn on the whiteboard appears on the desktop in full color. Meeting notes can be exported into a variety of popular formats for easy insertion into documents, spreadsheets, e-mail, and web pages. Meetings can be broadcast over the Internet or corporate intranet in real time with eBeam software. Notes can be printed in full color. This new patented product can be purchased beginning November 15, 1999. Estimated street price is approximately $500. www.efi.com

Now this sounds very cool! A big change for EFI.

CONNEXT ANNOUNCES XML APIS
11/5/99

ConneXt, Inc., a Seattle-based software company focused on delivering billing and customer care solutions to the utility market, announced that its ConsumerLinX solution is using and supporting XML for all needed application programming interfaces. www.connext.com

EXTENSIBILITY RELEASES XML AUTHORITY 1.1
11/5/99

Extensibility Inc., announced XML Authority 1.1. XML Authority is currently used by of organizations to build XML based e-business vocabularies and grammars. The acceleration of e-business depends heavily on the use of XML schema to ensure the integrity of automated transactions and information interchange. XML Authority 1.1 is available for immediate download from Licensing is available for single-users ($99.95) and in multi-user x-Packs (5-user $449.95; 10-user $849.95; 50-user $3,995.00.) www.extensibility.com

TSC ACQUIRES COURSENET
11/4/99

Technology Solutions Company (TSC) announced it has acquired CourseNet Systems for an undisclosed amount. TSC will integrate CourseNet into the company's Knowledge Management business unit to meet the growing demand for software and services that help companies manage important information. CourseNet's XML-based software allows users to create and reuse "learning objects," which can

be integrated into multiple training programs with minimal effort. With this software, TSC's Knowledge Management suite of tools allows companies to author, deliver, and administer on-line training to identify experts, collaborate in the development of new knowledge, and share knowledge with the entire organization and even the entire supply chain. www.techsol.com

VIRTUALSELLERS.COM COMPLETES ACQUISITION OF TAME SOFTWARE
11/4/99

VirtualSellers.com Inc. announced that it has completed the acquisition of Tag Activated Markup Enhancer (TAME), a proprietary pro-gramming language, as part of its purchase of assets of Clickshop, a Washington state-based software developer. TAME provides similar characteristics to Java, ASP, PERL and Javascript, and represents the core software used to create VirtualSellers.com's shopping cart software. Ownership of the TAME programming language gives VirtualSellers.com incredible flexibility when creating customized e-commerce solu-tions for its clients. TAME's natural interaction of XML enables VirtualSellers.com to pursue its long-term technology strategy. The company recognizes that XML is the new standard in long-distance data interchange, replacing EDI.One of the main benefits of the TAME pro-gramming language is that it is a platform inde-pendent, server side application language that will maximize data transfer and data integrity. TAME allows the average Internet user to mini-mize end-user processing and bandwidth utili-zation, and accordingly reduces the page load time. All data interaction occurs at the Internet Web site server prior to distribution. www.virtualsellers.com

OPEN APPLICATIONS GROUP POSTS XML SCHEMAS
11/4/99

The Open Applications Group, a publisher of XML-based content announced they have posted 122 XML schemas for business transac-tions to BizTalk.org. This set of transaction definitions represents a rich set of content that organizations can use to enable faster and more efficient interoperability. The Open Applica-

tions Group is rapidly becoming known as an XML content developer. Currently, the OAGI is developing more business transactions schemas, and they hope to collaborate with vertical in-dustry groups to pursue the development of convergent architecture and content. The OAGI is a charter member of the BizTalk steering committee and is an industry contributor to the development and adoption of XML and XML-based content. They have built a body of work called the Open Applications Group Integration Specification (OAGIS), which defines a set of components, processes and interfaces for use in e-Business, Supply Chain, Manufacturing, Finan-cials, and Human Resources applications. www.openapplications.org

122 schemas. Is this a good thing? We're not passing judgment, but the question should be asked about any such large-scale schema development.

DOCSPACE TO BE ACQUIRED BY CRITICAL PATH
11/4/99

The DocSpace Company Inc. announced that Critical Path, Inc. has signed a definitive acquisi-tion agreement to acquire The DocSpace Com-pany Inc. Through DocSpace, Critical Path's menu of services will now add guaranteed de-livery, universal file access, and collaboration services. These services are offered, in an inte-grated way, with multiple security levels, from industry standard SSL to PKI in conjunction with partners like Verisign and RSA. DocSpace allows users to digitally sign and encrypt each file they send, store and share using only a Web browser. Files can be in any format: documents, multime-dia, CAD/CAM, etc. www.DocSpace.com, www.cp.net

CIMTEK COMMERCE ADOPTS XML TECHNOLOGY FOR HEALTHCARE
11/4/99

Cimtek Commerce announced that its Internet trading hubs, HIDAHELP.com and medical-buyer.com, will now support XML. By leveraging XML technology along with its current EDI ca-pability, Cimtek Commerce is a vertical e-commerce trading hub serving the medical sup-ply industry to enable all buyers and sellers, re-gardless of size or current technology

infrastructure, to participate in web-based business transactions. Commerce will also leverage the capabilities in Microsoft's upcoming new release of SQL 7.5 to directly accept and process XML-based transmissions. www.cimtekcommerce.com

E-Z DATA & INSYSTEMS SIGN MARKETING AGREEMENT
11/4/99

E-Z Data, Inc. and InSystems announced a cooperative marketing agreement. This agreement, which will include both joint marketing and development initiatives, will result in a solution that will enable insurance agencies, agents, and brokers to leverage the Internet to reduce policy issuance time from weeks to days, while improving their ability to service and market to their customers. With E-ZData and InSystems' solutions working together, information will be shared between the two systems to instantly trigger the application process automatically populating all necessary forms with correct customer information. Through this joint solution, agents and brokers will be able to eliminate manual processes, significantly streamline the capture and accuracy of applicant information, and reduce policy issuance time from weeks to days. In addition, agencies, agents and brokers will be able to facilitate their one-to-one relationships by delivering information on additional products and services personalized for their customers. www.ez-data.com, www.insystems.com

BLUESTONE SOFTWARE & INTERWOVEN TEAM FOR E-BUSINESS
11/3/99

Interwoven, Inc. and Bluestone Software, Inc. announced a strategic alliance in which the two companies will work together to integrate Interwoven TeamSite and Bluestone Total-e-Business. This alliance will allow Bluestone to offer Interwoven TeamSite's advanced Web content management capabilities to Bluestone customers building e-business solutions. Bluestone Total-e-Business is designed to meet the diverse needs of e-business, putting business experts from operations, sales, marketing, and finance in control of key business functions, while allowing IT professionals to focus on

technical performance and security demands. Through its alliance with Interwoven, Bluestone will add the functionality of TeamSite, providing a content management system to this comprehensive e-business solution. TeamSite features, such as templating and workflow, will allow Total-e-Business customers to be more productive and efficient, while features, such as versioning and rollbacks, will give customers a higher level of management and security. www.bluestone.com, www.interwoven.com

INTERWOVEN & SCREAMINGMEDIA PARTNER
11/3/99

Interwoven, Inc. and ScreamingMedia announced a strategic partnership to bring fresh, customized content to portals and corporate intranets. The real-time content from brand-name providers like the New York Times Syndicate, AP, Sports Network and Medical Tribune, will be aggregated, filtered and streamed by ScreamingMedia's Siteware into the Interwoven TeamSite content management software, where it can be seamlessly incorporated into a corporate intranet, extranet or Internet site. Web innovators are already taking advantage of the synergy provided by this partnership. Site editors can review the ScreamingMedia live news feeds and pull relevant articles. These articles are then routed through Interwoven workflow and published side-by-side with custom articles submitted by the company's content contributors. Because news article selection is integrated with in-house content creation, the overall publishing process is streamlined and editorial review time is decreased. www.interwoven.com

Interwoven wins our prize for the most partnerships announced this issue!

SIGHT & SOUND'S BOOKSMART TO USE XSL
11/3/99

Sight & Sound Software, the developers of BookSmart announced support for XSL within BookSmart 2.0. The combination of BookSmart's internal XML data storage format, and support for XSL, offers flexibility in generating a variety of formatted data outputs from within

BookSmart. For example, personalized booking confirmation email, formatted HTML for web pages, even other XML formats, such as the emerging Open Travel standard, are all as simple as creating an XSL style sheet. The proprietary BookSmart XSL server handles the translation from the internal XML format to the output format specified by the style sheet. XSL support gives complete control and flexibility to the web site designer to specify exactly how data should look on a page. Different style sheets can be applied for different sets of customers on the same web site, providing a fully personalized look and feel. Since XML also provides the basis for many of the emerging wireless standards, the new XSL support will make creating wireless booking applications with BookSmart much easier. www.book-smart.com

INSCI CORP. TO ACQUIRE INTERNET BROADCASTING COMPANY
11/3/99

INSCI Corp. soon to be renamed insci-statements.com, announced that it has signed a definitive agreement to acquire privately held Internet Broadcasting Company (IBC) of Pompano Beach, Fla. The acquisition represents an important step in INSCI's strategy to establish itself as a leading worldwide provider of both Internet portal-based applications services and on-site, enterprise software solutions for secure high-volume electronic document management and delivery. IBC will become a key part of the new INSCI business unit for Internet-based statement and bill presentment application services and continue to operate from its facilities in Pompano Beach. Under terms of the agreement, INSCI will acquire all the stock of IBC in exchange for shares of INSCI Common Stock. Both companies' boards of directors have approved the acquisition and final closing is expected within 30 days, pending completion of customary closing conditions. Further terms were not disclosed. INSCI has formed a separate business unit to market and sell statement and document presentment services worldwide through direct and reseller channels. The company's Internet statement services are targeted primarily at business-to-business applications but can also be integrated with portal services geared to consumers. Services will be provided on a per-transaction basis and encompass enrollment/subscription, electronic storage, man-

agement and distribution of statements, transaction confirmations, bills and other types of commercial documents. www.insci.com

HARDBALL SOFTWARE LAUNCHES NEW NAME TO REFLECT COMMITMENT TO XML
11/3/99

HardBall Software announced it is changing its name to infoShark, inc., to support HardBall's commitment to be a provider of eBusiness solutions. infoShark, inc. is aggressively moving into the exciting new territory of delivering just-in-time data using XML. www.infoshark.com

DATACHANNEL SUPPORTS IBM ENTERPRISE INFORMATION PORTAL
11/2/99

DataChannel announced support for IBM's Enterprise Information Portal to extend access to enterprise data residing on a variety of IBM and other heterogeneous systems residing within the enterprise through the DataChannel Server 4.0, an XML-based portal server. The combination of DataChannel Server 4.0 and the IBM Enterprise Information Portal provide rapid application development tools through the use of open standards. The combined DataChannel and IBM Enterprise Information Portal solutions help deliver on the promise of XML with applications that dynamically access and deliver enterprise data through a secure personalized interface. DataChannel Server 4.0 leverages key components of IBM's Enterprise Information Portal framework to provide bi-directional data access and support for mobile devices. The DataChannel solution combined with IBM's Enterprise Information Portal will create an IT architecture that allows companies to rapidly deploy mission critical applications from this Enterprise Information Portal platform and make those applications available over the Internet with any Internet-ready device. www.datachannel.com

X-BUILDER VERSION 2.5 RELEASED; ADDS XML & XSL SUPPORT
11/2/99

XBuilder, which addresses slow web content download, has been upgraded to version 2.5. Developed by Sign Me Up Marketing of Bellingham, WA, XBuilder 2.5 increases download speed by more than 4X. Priced at $799 but free to existing customers, XBuilder 2.5 further increases page download speeds through new code compression techniques. In addition to XML and XSL support, version 2.5 offers usability enhancements, FTP capability and a new Command Line interface option. XBuilder increases download speed by converting dynamic pages (ASP, Cold Fusion or other database-built) into static HTML pages, then compresses the static HTML to add an additional 20% speed improvement. There are no other products like it on the market. With an easy-to-use wizard or COM object interface, XBuilder can compile an entire site or only selected pages, and compiles sites written in any scripting language, including CGI, ASP, or Perl. www.xbuilder.net

XMLSOLUTIONS ANNOUNCES LAUNCH OF XEDI.ORG
11/2/99

XMLSolutions announced the launch of XEDI.ORG. XEDI (zee-dee) is an approach to the XML representation of EDI documents. The Aerospace Industry Association, which represents every aerospace manufacturer in the United States, has been testing the XEDI solution, and has endorsed this approach as the standard approach to XML EDI. Information on the XEDI approach to XML representation of EDI is available to the general public at www.xedi.org and is an open source, open definition project. www.xmls.com

See their announcement of a free conversion service in December.

COMMERCE ONE ANNOUNCES XML TOOLKIT FOR E-COMMERCE APPS
11/2/99

Commerce One, Inc. announced the Commerce One XML Development Kit (XDK) 1.0, an XML schema toolkit that enables the creation of XML-based business documents and applications. For end users, these new XML-based applications will result in information-rich, robust e-commerce transactions that are as ubiquitous as web pages. Targeted at developers, XDK 1.0 is immediately available and can be downloaded free of charge at Commerce One's MarketSite www.marketsite.net

ECOMXML INTRODUCES B2B SOLUTION
11/1/99

ecomXML, Inc. introduced a suite of products ranging from ecomTalk Server, offering secure EDI/back office integration, to ecomFrontier, enabling e-commerce transactions with catalog automation. This ecomSuite is for companies needing to expand their B2B global reach. The solutions use XML technology to streamline business operations, providing full integration with current and future trading partners. The ecomCatalog Automation transfers current catalog database into an XML-based, open standard for display on the ecomFrontier. Trading partners and customers view and execute business transactions directly from the storefront. Suppliers can qualify new trading partners and tailor service offerings as required. ecomTalk Server is a gateway integrator that intelligently transforms and routes documents from the client side into the formats that are relayed and understood by current legacy back-end systems. ecomTalk Server is a secure e-commerce gateway for exchange of transaction documents, such as XML/EDI and EDI, with trading partners via the Internet in Email, FTP or HTTP protocol. It is designed to provide full functionality and does not require special IT personnel for maintenance. www.ecomxml.com

SOLBRIGHT ANNOUNCES ADSUITE XML-BASED SYSTEM FOR INTERNET ADVERTISING

11/1/99

Solbright Inc. announced the release of AdSuite, an automated workflow system that provides a comprehensive and efficient infrastructure for managing the sales and production processes of Internet advertising. AdSuite offers publishers a comprehensive solution, combining newly launched AdSales Manager with AdTraffic Manager. The new AdSales Manager system provides Internet publishers with an XML-based sales automation and contract management system designed to increase efficiency and standardize communication. By providing sales managers with a dynamic and flexible workflow application, AdSales Manager helps online publishers to efficiently generate quotes, access critical contractual data, and close advertising deals. AdTraffic Manager streamlines the traffic and production process by simplifying the complex workflows required to handle rich media and online advertising. AdSales Manager provides quick access to relevant account information for the sales and production teams, establishes consistent price/value propositions, provides detailed quotes, tracks and analyzes client-buying habits, and monitors the approval and production status of specific insertion orders. AdTraffic Manager provides web publishers an automated production solution that reduces the time required to process and approve all types of online advertisements. www.solbright.com

MISCELLANY

CALL FOR PAPERS: MARKUP LANGUAGES: THEORY & PRACTICE

B. Tommie Usdin, Mulberry Technologies, Inc. and C. M. Sperberg-McQueen, University of Illinois/Chicago, Editors

Markup Languages: Theory & Practice, published by the MIT Press, invites academics and practitioners to forward submissions on topics relating to markup and it's use. This quarterly, peer-reviewed technical journal, now in its second year, is the first journal devoted to research, development, and practical applications of text markup for computer processing, management, manipulation, and display. Specific areas of interest include new syntaxes for generic markup languages; refinements to existing markup languages; theory of formal languages as applied to document markup; systems for markup; uses of markup for printing, hypertext, electronic display, content analysis, information reuse and repurposing, search and retrieval, and interchange; shared applications of markup languages; and techniques and methodologies for developing markup languages and applications of markup languages.

For submission information contact:

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cmsmcq@acm.org, tel: 505/747-4224, fax: 505/747-1424

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[4] *Disclosure*: You're editor is a member of the Board of Advisors to the Journal.

AFFILIATES

We have also made arrangements with a number of organizations to provide Gilbane Report subscription discounts to their members. Current organizations participating are: AIIM — Association for Information and Image Management International, GCA — Graphic Communications Association, OASIS — Organization for the Advancement of Structured information Standards, and the XyUsers Group. See www.gilbane.com/affiliates.htm for additional information.

CLARIFICATION

In last month's issue we reported on some early adopters of XML technical publishing applications, including Jeppesen Sanderson. Charles Angione, who we interviewed for the article, wrote to ask us to clarify that work on the projects he discussed with us was done at his previous employer, *not* Jeppesen. We apologize for muddying this during our editorial process.

BACK ISSUES

Issues less than a year old are usually available in both print and PDF for $45. Issues from 1993 thru 1998 are $15 *if* in print. See www.gilbane.com/back_issues.htm for more information.

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CALENDAR

XML '99 - Enabling Business Innovation on the Web, December 5-9, 1999 Pennsylvania Convention Center Philadelphia, Pennsylvania, 1 703 519 8160

Markup Technologies '99, December 5-9, 1999 Pennsylvania Convention Center Philadelphia, Pennsylvania, 1 703 519 8160. The annual GCA gathering. The Markup conference is more technical.

eBusiness Conference & Expo, Dec 14-17, Jacob K. Javits Center, New York, NY, (800) 652-2578 ext. 2. "...the only event dedicated to business and technology managers focused on the strategic and deployment decisions of electronic business."

Seybold Seminars Boston, Feb 7-11, Hynes Convention Center, Boston, MA, (781) 433-1508. The East Coast version of the large event covering print and web publishing. As in the past couple of years there is an e-commerce track included. Lot's of web authoring and design, PDF applications, and a fair amount of XML.

XML, Strategies for E-business, Feb 23-24, Sheraton Fisherman's Wharf, San Francisco, (312) 674-4703 "Conference on deploying XML to support legacy data integration and e-commerce interoperability." A new event.

Documation France 2000, March 27-29, Palais des Congrès, Paris, 33 (0)1 43 48 05 25. The 6th annual Paris Documation covers a broad range of applications for electronic documents and related technologies. This French event is the largest of the Documation series. (Note that your editor co-chairs this event.)