THE GILBANE REPORT

REPOSITORY SOLUTIONS — WHICH CATEGORY IS RIGHT FOR YOU?

There used to be two kinds of repositories: databases containing structured data, and "document management" repositories that contained unstructured data in the form of images or text or graphics. Today repository solutions have to handle both types of data, with the result that there are numerous categories of solutions with significant functional overlap. This month we introduce some humble but hopefully helpful hints on how to think about your requirements in the face of the "category chaos".

SEE YOU IN SEPTEMBER

Just a reminder that the next issue of our report (*Volume 7, Number 7*) will be a combined July/August issue. We will continue to publish news updates via email and on the Gilbane Report web site through mid-July and publish all the news with the double issue the second week of September.

WHERE'S YOUR PASSWORD?

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REPOSITORY SOLUTIONS — WHICH CATEGORY IS RIGHT FOR YOU?

It wasn't very long ago that there were two categories of repository applications: applications where the repositories primarily contained structured data, *ie.,* database applications, and applications such as document management, where repositories primarily included unstructured data. It wasn't any easier to manage information then, but it appeared to be easier to determine what kinds of technology to evaluate when you were in need of an information management solution. The terminology was certainly simpler. "Information" was what we managed, and although it usually meant data, it covered what we now have multiple terms for, "document", "content", and "knowledge" for example.

Today we have a bewildering array of repository products and applications, and the distinction between data and documents (or between structured and unstructured data — we used the terms interchangeably) is no longer very useful. Document management, content management, knowledge management, corporate portals, knowledge portals, and web site management are just some of the applications that come to mind. To make matters even more confusing, the line between these types of products and products aimed at specific business applications like ERP, customer management, and business intelligence is already muddy, and will become even less clear as application integration becomes increasingly achievable.

Our goal with this issue is to provide some historical perspective on the variety of repository applications on the market today and offer some guidance on how to think about the various types of offerings.

BACKGROUND

Data & Documents & Dynamic Content

Data and documents have seldom, if ever, been completely independent of each other. At some point data has to be incorporated into document form (*e.g.,* report, manual) for human consumption. This used to be mostly a serial process. In **Volume 7, Number 1** we suggested that 5-6 years ago the archetypal example of the integration of data and documents was a sophisticated technical documentation application that integrated engineering, manufacturing, documentation, and supply management databases. We pointed out that today e-commerce applications are the best examples of integrating documents and data, and that managing this combination of "dynamic content" was a requirement of virtually all new repository applications. Our expectations today are not limited to e-commerce, but are largely driven by e-commerce applications we are familiar with. These expectations of dynamic content management carry over into even the humblest small company intranets.

While vendors and analysts are not necessarily conscious of it, we think that a lot of the reason so many vendors are struggling with how to re-categorize their repository solution is due to the end of data and documents as an interesting distinction. The last thing a vendor wants is to be thought of as largely limited to one or the other — a sure way to earn the dreaded "legacy" label.

Applications Apart

The focus used to be on particular applications. Vendors would build, and users would evaluate, based on a specific functional business need. Repository solutions reflected this, and would be based on a **primary** repository that would be either data-based or document-based. The primary repository would then have to somehow communicate with other repositories considered primary by other business functions. For example, someone would write some code to allow a technical document management repository to collect input from a CAD or parts database. Integrating different applications was too difficult and costly to justify without a critical need, so application integration beyond a specific application requirement was seldom seen, and was not even considered as an infrastructure requirement. In fact, even sharing the information **without** application integration was too difficult.

Why It Was So Hard

There were two main problems.

> ◢ The way information was **encoded**. Not only were there very different methods of encoding structured versus unstructured data, there was also little agreement **within** each of these categories. Unstructured data was (and is) the bigger problem. SGML pointed to a way to bring all this together although it failed as an accepted and general solution.
>
> ◢ The way information was **viewed**. It seemed every application had it's own proprietary way of viewing information.

The combination of these two problems was what made both application integration and information integration so hard. What most product developers ignored was how closely tied these problems are. They are two sides of the same information coin: software access and human access.

These two problems define a constrained environment for repository solutions and help explain why the implementations were application specific and based on a primary repository that was either data or document-based.

TODAY'S PLAYING FIELD

What Has Changed

The short answer is that the web has taught the developer masses how critically connected the encoding of content is to both application

"... application integration beyond a specific application requirement was seldom seen, and was not even considered as an infrastructure requirement."

integration[1] and human access. And the extraordinary demand for e-commerce applications, which impose intense burdens on both integration and access, has dramatically raised the ante.

Though XML is not yet widely deployed, it is driving the design of all kinds of repository applications, especially e-commerce. Developers have latched onto XML because of its content neutrality – its ability to be used to encode structured and unstructured data. XML provides for **software** access to content and therefore makes application integration feasible. XML encoding also allows for **human** access to information.

Category Chaos & the Continuum of Repository Applications

One of the main causes of the confusion over categories is, again, the convergence of structured and unstructured data repositories, and the resulting requirement for all repository applications to manage dynamic content. If all solutions manage the same type of content a key difference between them is eliminated. While this confusion may take some getting used to, it is a very positive sign – it illustrates the progress we have made in information technology.

The result is that if you need to implement an information system it is no simple matter to determine whether you should look at a "document", "knowledge", or "content" management system, or some kind of a portal, or a customer management system, or a business intelligence system, or … the list goes on. We exaggerate a bit to make a point. Certainly these systems have different feature sets appropriate to their intended use, but one major difference that is rapidly disappearing is the limited types of content they process.

We think a continuum is a better way to think about your own repository needs. The current categorization chaos speaks for itself. Product categories **can** be useful, but only in the context of some kind of agreement and stability. As a user, you should understand that there are legions of bright young marketing folks being paid lots of money to make sure their products enjoy a dominant position in their category. Most of you will not be interested in trying to keep up with every new or re-defined category these busy little bees come up with. There is no point in blaming vendor marketeers for this confusion. They are just reacting rationally to a recent change in reality. They are struggling with the change as much as you are.

In **Figure 1**, we assume that all of these applications need to manage both structured and unstructured dynamic content. Certainly there is a difference in degree, and legacy repositories usually need to be included, but no one

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[1] In the Gilbane Report we have always made a distinction between **application** integration and **information** integration. The former was what APIs were used for, and the latter were what information encoding standards were for.

should design or plan a new implementation that is not able to manage dynamic content. This difference in degree typically depends on how much an application is **transaction-oriented** or **content-oriented**. What we have done is to map some standard business applications onto a continuum, and suggested the more obvious characteristics that become increasingly important as you move from the usually more straightforward content-oriented applications to the very complex requirements of e-commerce.

You might disagree with where we have placed a particular application, in which case you should create your own version of the diagram. The point is that this approach is one way to help you think about your requirements amidst the rapid changes in product positioning. Keep in mind, too, as we argued in (**Vol. 7, Num. 1**) that the increased development being devoted to e-commerce solutions will dramatically influence developments of content-oriented solutions as well.
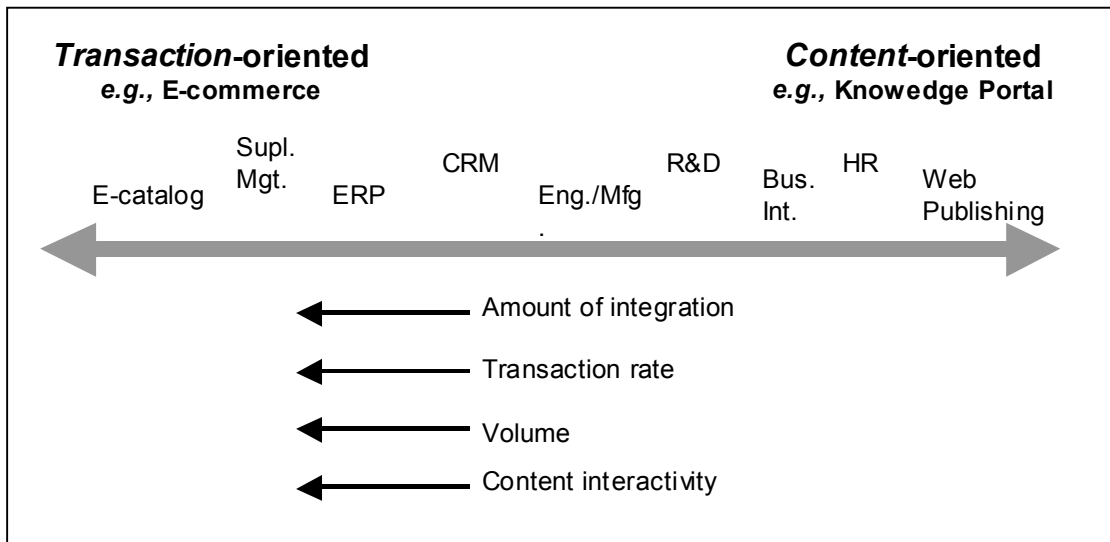

Figure 1. The Continuum of Repository Applications

Corporate Portals

Corporate portals are a bit of a special case. While not all portal applications manage repositories, they are necessarily tied to repository access, and are now often used to qualify other repository applications, as in "knowledge portal", for example. Portals seem somehow to be the most neutral with regard to content types, and imply multiple repositories. As such, the term is descriptive and useful. Portals products are more necessary when there are multiple repositories with different content encodings, and easier to implement and maintain when the content encoding schemes are the same.

Corporate portals will be covered in more detail in an upcoming issue of our report. In the meantime, keep in mind that vendors who use the term can have vastly different types of products that span the spectrum in **Figure 1**.

CONCLUSIONS & RECOMMENDATIONS

There will continue to be many kinds of repository applications and products. Vendors will continue to differentiate their offerings by emphasizing different categories and combinations of content. However, they will all need to manage some combination of structured and unstructured dynamic content. The kind of repository application best suited to your needs will depend on the type and mix of your content, so understanding what these are is critical, and should be at the top of your list. It is amazing how often companies start looking at products without having a clear grasp of what the input to the repository will be and where it will come from.

After you understand content requirements you should look at features and functions that target your business application need. Start with the fundamental four put forth in **Figure 1**, **i.e.,** amount of integration, transaction rate, volume, and interactivity. Then look at more specific features.

Don't take your eye of the encoding. Remember that application integration and information sharing is dependent on encoding — and the only kind of encoding approach that can succeed is one that is actually used for multiple kinds of structured and unstructured data. The more integration required, the more important the encoding is. XML will increasingly ease the burden of encoding information of any type for application integration, but it is not magic, and there are multiple, competing XML tag sets being used in some industries.

Don't pre-judge a particular product category, or the way a vendor markets a repository product. The category or marketing often has little relation to what the product can actually do. But don't ignore the marketing either, as it may provide important insights into a vendor's future direction and what kinds of applications they will be supporting. Look for historical consistency underlying buzzword changes.

--Frank Gilbane

INDUSTRY NEWS

Additional news is available at www.gilbane.com

W3C ISSUES ASSOCIATING STYLE SHEETS WITH XML AS A RECOMMENDATION
6/30/99

The W3C released Associating Style Sheets with XML Documents as a W3C Recommendation, representing cross-industry and expert community agreement on the first efforts for allowing style sheets to be associated with an XML document, thus bringing a wider range of design and display options to XML authors. 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. Style sheet development and the separation of presentation information from the structure of a document has been a core W3C work area since its inception. Web publishers use style sheets written in the Cascading Style Sheet (CSS) language to flexibly enhance the display of Web pages written in HTML. Microsoft, Netscape, Opera Software, and SoftQuad have products that support the new recommendation. Other vendors have promised to support the specification in upcoming products. Work is already underway to develop technologies that will allow developers to place the style sheet link outside the XML document itself in ways that are extensible, self-documenting, and that can be validated. www.w3c.org

Another small but important step forward.

NEW VERSION OF WAP RELEASED
6/30/99

The Wireless Application Protocol (WAP) Forum announced the release of the WAP Version 1.1 specifications, a newly enhanced version of the mobile Internet standard that will enable the rapid commercial deployment of WAP-ready products and services worldwide. Using WAP V1.1, users of digital mobile phones and other wireless devices will be able to securely access and instantly interact with Internet/intranet information and advanced telephony services.

Representatives from 120 WAP Forum member companies from across the globe have joined together at the meeting to advance the development of WAP and build relationships with other industry organizations to ensure that future Internet standards address the needs of low power, low memory wireless devices. WAP Version 1.1 provides handset manufacturers with a common global platform and a richer service offering to both consumers and carriers. Network operators can differentiate themselves through new WAP-compliant value-added services and enhancements to existing voicemail and email services. Infrastructure providers and content developers benefit from an expanded market for their products and services. Consumer and business users of WAP-ready mobile devices will have near anytime, anywhere access to information. To ensure interoperability of WAP products, the WAP Forum has contracted The Open Group (www.opengroup.org) to develop a test suite to support a certification program for WAP V1.1 conforming clients and servers. The test suite is focused on the Wireless Markup Language (WML) application layer specifications, but also includes tests for the underlying communication protocols. WAP is collaborating with ARIB, CDG, ECMA, ETSI, TIA, W3C and other industry bodies to ensure that future technical specifications from all organizations meet the needs of this device category. www.wapforum.org.

INTERWOVEN TEAMS WITH IBM ON E-COMMERCE
6/30/99

Interwoven announced its strategic partnership with IBM. As a member of IBM's Solution Developer Program, Interwoven will work closely with IBM to provide industry-leading solutions for e-business. The first collaborative effort will be integrating IBM Net.Commerce with Interwoven TeamSite to provide a complete Web content management solution for catalog-based e-commerce Web sites. TeamSite enables concurrent development by hundreds or thousands of contributors working with tens of thousands of Web files requiring rapid development and publishing. www.interwoven.com

REBOL 2.1 RELEASED
6/30/99

Rebol Technologies Tuesday announced Rebol 2.1, the latest release of the universal scripting language that runs on 30 widely used operating system platforms, including Windows, Mac, Linux, Palm OS and Windows CE. Rebol 2.1 will be available this week for free download at the company's Web site. Rebol is for developers and administrators who need efficient solutions for dozens of day-to-day networking tasks, such as CGI serving, e-mail processing, Internet searching, file transfer, newsgroup and automated Web page retrieval. Rebol provides built-in networking support, eliminating the time-wasting task of calling and integrating different classes, modules and libraries into programs. Additional key features of the Rebol language include its compact size (150k on Windows), full platform independence and built-in network support for common Internet protocols, such as CGI, HTTP, FTP, SMTP and more. New features in Rebol2.1 include an XML parser, refined security such as sandbox directories, and new network features, such as direct access to NNTP. www.rebol.com

CRESCENT DEVICEWARE TO OEM DATACHANNEL'S RIO
6/30/99

Crescent Deviceware, Inc. announced that it has licensed DataChannel RIO from DataChannel, Inc. to extend Portals to wireless devices. Crescent's wireless server, codename Blue Moon, will leverage XML in conjunction with RIO to facilitate access to enterprise data resources. It builds on the company's first wireless product, SmartFinder, a microsearch engine optimized for searching desktop or corporate data using wireless devices. Crescent will offer advanced wireless communication capabilities through the DataChannel RIO 3.2 platform to address the market for mobile information appliances, including smart phones, pagers and PDAs. The company is developing wireless solutions that are based on the Wireless Application Protocol (WAP). Under the OEM agreement, Crescent will integrate RIO with its products to provide publishing, entitlement, notification, organization and personalized delivery of content to wireless devices via a browser-type interface. www.crescentware.com

ACTION TECHNOLOGIES & UWI.COM TEAM
6/30/99

Action Technologies and UWI.Com announced the integration of Action Technologies' ActionWorks Metro 5 e-process application server and UWI.Com's InternetForms Commerce System. The integration enables businesses to automate their e-commerce processes while completely eliminating the need for paper in both internal and external transactions. Organizations can deploy, collect, manage, and process verifiable InternetForms in Metro 5's Web-based work management environment. Everything from a benefits enrollment form to a high-value international purchase order can travel quickly among designated employees and departments in even the largest organizations. In addition, because InternetForms store all the information needed to provide accurate and verifiable records in a secure digital file, organizations can eliminate their dependence on paper in mission-critical applications. www.actiontech.com

VIADOR ANNOUNCES E-PORTAL SUITE VERSION 6
6/29/99

Viador Inc. unveiled its Enterprise Information Portal (EIP) E-Portal Suite version 6. With today's announcement, Viador delivers a business portal infrastructure capable of accessing and delivering a wide range of business information from a browser that looks and feels just like any

popular consumer Internet browser. Viador, is introducing several product features. Viador's sixth release now includes the Infoseek Ultraseek Server to provide search, content categorization and access to unstructured information that resides in a variety of data sources, including Lotus Notes, Microsoft Office, Intranet sites and the World Wide Web. In addition, Viador now offers users direct access to over 500 news sources, as well as business, investment and travel services. The Viador E-Portal Suite 6 is scheduled to be generally available in the third quarter of 1999. Pricing for the Viador E-Portal Suite begins at $30,000.00. Initial availability will be on the Microsoft Windows NT platform, with Unix platforms to follow. www.viador.com

LERNOUT & HAUSPIE ACQUIRES BTG
6/29/99

Lernout & Hauspie announced it purchased all the stock of the Brussels Translation Group (BTG), a private organization that invested in the development of L&H's iTranslator services, a family of Internet and Intranet translation solutions. L&H's iTranslator allows fast translation over the Internet and Intranet using a combination of computer programs and human post editing in a multitude of language pairs (currently 14). The purchase, made for approximately $42 million in cash and the assumption of $17 million in debt, will enable L&H to capture all revenues and profits from the sales of L&H iTranslator. L&H expects the transaction to be dilutive for 1999 and accretive in the year 2000. L&H does not anticipate any write-off of in process research & development. L&H announced in March of this year availability of the L&H iTranslator to ISPs, portals and over corporate Intranets. The new L&H iTranslator offerings leverage the Internet's fast, simple delivery and communications capabilities to provide more easily accessible, affordable translation to a broader range of users than those who have traditionally purchased L&H translation services. www.lhsl.com.

There is finally some serious activity in the natural language translation technology area. The demand is growing larger than the imperfect technology.

INSO CORPORATION ANNOUNCES EBUSINESS TECHNOLOGIES DIVISION
6/29/99

Inso Corporation launched eBusiness Technologies, a division focused on helping mid-to-large- sized organizations achieve their e-business goals. Previously known as the Content Management and Internet Publishing Division, eBusiness Technologies develops and markets solutions and services explicitly designed to enable organizations to create high value and strategic e-business applications. eBusiness Technologies offers its customers DynaBase, the XML object-based platform for automated Web content management and personalized dynamic delivery, and MediaBank, the industry-leading media asset management system. With these applications, eBusiness Technologies provides organizations with the foremost e-business solutions on the market. The mission of eBusiness Technologies is to develop and deliver products, tools, services and best practices that create a trusted environment for controlling on-line information assets, automating production and enabling personalized delivery of content via the Internet. Specifically, these solutions utilize an Internet-based framework that facilitates the on-line creation, accumulation, organization, updating, publication and archiving of all types of information affecting day-to-day operations. www.ebt.com.

EBT reborn! This actually makes a lot of sense for them as a focus, and the new meaning of the acronym is not even a stretch.

IBM AND RATIONAL ANNOUNCE STRATEGIC ALLIANCE
6/29/99

IBM and Rational Software Corporation announced a strategic alliance to jointly develop and market software that will help customers accelerate the development and deployment of e-business applications. Through joint development, IBM and Rational will provide solutions that support the entire application development process to provide business process modeling, business requirements definition, visual modeling, code generation, configuration management, defect tracking, testing, deployment and systems management with tools optimized for every role on the

development team. IBM and Rational are developing a roadmap to more closely integrate Rational Suite with software from the IBM Application Framework for e-business. The first result of this partnership is a new integration between IBM's VisualAge integrated development environment and Rational Suite. This new integration is a standards-based XML Metadata Interchange (XMI) bridge between IBM's VisualAge for Java and Rational Rose, a key product in Rational Suite. This enables full round-trip engineering between VisualAge for Java and Rational Rose, providing generation of Java code from models and models from Java. The integration is delivered as an add-in to VisualAge for Java and will be available for download on June 30, from IBM's VisualAge Developer resource site, VisualAge Developer Domain at www.software.ibm.com/vadd to registered users. www.rational.com

INTRASPECT SOFTWARE ANNOUNCES KNOWLEDGE SERVER 2.5
6/29/99

Intraspect Software announced the release of Intraspect Knowledge Server 2.5 (IKS 2.5), the newest version of its product. With IKS 2.5, Intraspect's easy-to-use, collaborative software, customers and partners can customize their applications with a unique look and feel as they deploy Collaborative Knowledge Portal applications. IKS also provides powerful ways to extend the reach of enterprise information by including access to legacy data found in Lotus Notes. IKS also includes LDAP support, which will improve directory integration. IKS 2.5 provides new features and benefits that enhance customization and security, and increase access to existing applications, including: Enhanced Customization, Specialized Template Engines, Knowledge Spider for Lotus Notes, Improved Integration using LDAP, and Enhanced Data Exchange Using XML. Purchase Licenses range from $300-$600 per user (based on number of users). Subscriptions from 1 or 3 years range from $80-$440 per user per year (based on number of users). www.intraspect.com

INFOSEEK SOFTWARE & VIADOR TEAM
6/29/99

Infoseek Software, a division of Infoseek Corporation and developer of the Ultraseek Server enterprise search application, and Viador, Inc., a developer of Enterprise Information Portal (EIP) software, announced an agreement that will facilitate an EIP solution to help corporations provide better and easier access to critical business information from intranets, extranets and the Internet. Under this agreement, Viador can embed Ultraseek Server 3.0 into Viador's E-Portal Suite 6, a new version of the EIP that, with Ultraseek Server's added capabilities, will access both structured and unstructured data sources, including relational and multidimensional databases, business intelligence reports, news and event data, HTML, Microsoft Office, and Lotus Notes documents, along with other important standard corporate data formats. The relationship also extends the availability of both Ultraseek Server 3.0 and E-Portal Suite 6 through collaborative sales, marketing, support and training efforts. Viador's E-Portal Suite 6, with Ultraseek Server 3.0, is scheduled for general availability in the third quarter of 1999. www.viador.com, www.infoseek.com

INTRASPECT & AUTONOMY PARTNER ON COLLABORATIVE KNOWLEDGE PORTALS
6/29/99

Autonomy and Intraspect announced they will join forces to build and market the next generation of collaborative knowledge portals. By taking advantage of Autonomy's powerful technology, Intraspect customers will be able to expedite the deployment of collaborative knowledge portals, while extracting maximum value from the large volumes of information in their corporate reservoirs and the Web. www.intraspect.com, www.autonomy.com

A good example of "coopetition". Automatic categorization is going to be increasingly important as a compeitive feature of "knowledge portals" and the like.

CYA INC. ANNOUNCES BACKUP PRODUCT FOR EDMS 98
6/29/99

CYA, Inc. announced the launch of CYA HOTBackup. CYA HOTBackup initially targets companies who have implemented Documentum, Inc.'s Enterprise Document Management System 98 (EDMS 98). CYA has chosen to address the issue of Knowledge Insurance, the ability to secure through backup and recovery the metadata, document links and content stored in Documentum EDMS 98. CYA HOTBackup provides unique levels of rollback and recovery of everything from virtual document assemblies to work processes-in-progress. CYA is targeting an entire family of integrated products and utilities into the CYA Command Console strategy. The CYA Command Console for Documentum is an integrated suite designed to enhance and protect Documentum EDMS solutions. The CYA Command Console for Documentum currently supports Documentum EDMS 98. CYA's strategic plan moving forward includes support for future versions of Documentum's platform technology, including Documentum 4I.
www.cya.com

IMA PARTNERS WITH IBM & FILENET
6/29/99

IMA announced it is partnering with IBM and FileNET to deliver solutions that integrate customer-focused, front-office activities with transaction-oriented back-office processes. Based on IMA's EDGE software, this new platform combines the latest in Web and e-commerce software, computer-telephony integration (CTI) and call center/customer interaction technology, and FileNET integrated document management (IDM) software. This new platform enables comprehensive management of customer information to maximize ROI and increase revenue and profit opportunities. The end result is faster implementation of integrated solutions using proven, reliable components that work together easily and can maximize system lifetime value.
www.imaedge.com

MARKETSOFT SUBMITS BIZTALK FRAMEWORK-COMPATIBLE SCHEMA
6/29/99

MarketSoft Corporation announced that it has submitted its XML-based eLeads solution, already in use in multiple production environments, as a schema compatible with the BizTalk Framework. MarketSoft's schema has been submitted to BizTalk.org, the central repository and developer resource site for BizTalk Framework compatible schemas.
www.marketsoft.com

JETFORM ANNOUNCES XML FORMS ARCHITECTURE
6/29/99

JetForm Corporation announced "XML Forms Architecture" (XFA), a new, comprehensive specification that adds enterprise-caliber forms-processing features to the popular XML standard. Unlike other electronic-only solutions and XML-based Internet forms specifications, XFA was designed from the ground up as XML conformant and provides two unique advantages: flexible packaging of form and/or data and output awareness. XFA is an open specification that acts as a bridge between the underlying XML data structure and high-level presentation formats. Since it is "data schema neutral," XFA works equally well with a variety of XML data formats including those specified in the BizTalk Framework from Microsoft. XFA takes XML data schemas and adds graphic presentation and secure electronic signatures to create legally binding, compliant documents of record. XFA will be incorporated into this fall's release of FormFlow, JetForm's industry-leading, XML-based electronic forms software.
www.jetform.com

VERIO, SIMPLENET, & OLM TO PROVIDE XML-BASED SCRIPTING
6/28/99

Miva Corporation announced that it has signed site license agreements with Verio, SimpleNet and OLM. The arrangement enables each hosting company's' Web servers with Miva Empresa, an application engine designed to empower individual users with Miva Script for the creation and deployment of e-commerce applications and data-driven Web sites. Miva Script is a server-side, XML-based scripting

language. Miva Script allows individuals to create and deploy commerce applications, data-driven Web sites and corporate Intranet applications. The scripting language gives Web hosting customer's access to advanced commerce and database features in a familiar environment that consists of HTML-like tags. Because Miva Script uses tag-based syntax in the active document, HTML users can easily build cross platform, active, server-side applications without the burden of in-depth training and support. All Miva application products are written in Miva Script. The function-orientated Miva Script language has been defined using an XML DTD and implements programming features, database access, Internet protocol integration and commerce processing interfaces. www.miva.com, www.verio.com, www.simplenet.com, www.olm.com

A good move on Miva's part, although it will be a while before huge numbers of individuals are writing XML scripts for their ISP-hostd sites.

ONLINE SYSTEM SERVICES TO CHANGE NAME TO WEBB INTERACTIVE SERVICES
6/25/99
Online System Services, Inc. announced it will change its name to Webb Interactive Services, Inc. The name change is subject to approval by the company's shareholders at the annual shareholder meeting set for early August. The company also announced the appointment of Perry Evans, founder of recently acquired netIgnite, as President of the newly combined organization. The new name and organizational changes reflect the complete integration of netIgnite, a start-up company acquired by Online System Services in March 1999. netIgnite has been developing an XML-based commerce-publishing platform, focused on next generation approaches to local online advertising and e-commerce. www.webb.net

STEP GROUP REBUILDS DPSL IN UK
6/23/99
STEP GmbH is pleased to announce the formation of a new company based in the UK. The company will be based in Swindon and starts operations on July 1, 1999. The name of

the new company has not yet been finally decided, but it will reflect the fact that all the employees of the new STEP company come from the former DPSL (Database Publishing Systems Limited). STEP deeply regrets that DPSL has ceased business due to unfortunate circumstances and been forced to lay off all its staff. For many years DPSL has been the UK center of excellence in the SGML/XML industry, and the UK STEP operation intents to take over this mantle. Its core business will be SGML/XML based consulting, DTD design, software services and system integration, as well as providing services, training and support for all major SGML/XML tools and last but not least being a premium SigmaLink service provider. The highly skilled and experienced personnel will be able to deliver services tothe market from day 1, since it is an existing team since years that enjoys great esteem in the market. The STEP Group is proud to have won the confidence of the former DPSL employees and to have become what is probably Europe's largest player in the SGML/XML area, with over 90 employees. As part of Bertelsmann Industrial Services the STEP Group has a strong backbone for long-term business relationships with its customers. www.step.de

This is good news. The combined resources will be able to offer an extremely experienced goup of experts, of which there is a great shortage. (No, we are not *on their payroll!)*

ORACLE EXTENDS XML SUPPORT TO ALL MAJOR DEVELOPMENT LANGUAGES
6/22/99
Oracle announced the immediate availability of new XML components, so they now offer XML interfaces to all major development languages-Java, C, C++ and PL/SQL. These new components improve productivity for Internet developers seeking to access legacy information and transport it between business applications using XML. All XML components are available immediately for free download from Oracle Technology Network at http://technet.oracle.com. Two of the new components announced today, Oracle XML Parser for C and Oracle XML Parser for C++, complement Oracle's existing parsers for Java and PL/SQL. Like their predecessors, the C and C++ components support both Document

Object Model (DOM) and Simple API for XML (SAX) interfaces and are deployed on the Oracle Application Server to access data in Oracle8 and Oracle8i databases. Also released today are the new Oracle XML SQL Utilities and XSQL Servlet, which facilitate the reading and writing of XML information to and from Oracle databases. In addition, Oracle has released version 2.0 of the Oracle XML Parser for Java, which includes an XML Transformation (XSLT) processor and a new architecture. Version 2.0 of the Oracle XML Parser for Java gives developers the ability to not only transform one XML document into another, but to convert XML to other formats, such as HTML, or to extract data and save it into the Oracle8i database in a single process. All these components can be deployed directly inside Oracle8i or hosted on the Oracle Application Server. www.oracle.com

Serious XML support!

LOTUS DELIVERS UPDATE TO SMARTSUITE
6/22/99

Lotus Development Corp. introduced SmartSuite Millennium Edition Release 9.5. Key attributes of this version of the SmartSuite Millennium Edition desktop suite include innovations in integrated speech recognition, collaborative Internet functionality that leverages Lotus Notes Release 5, updated file compatibility, integration with Lotus Domino, and time-saving deployment technology in one comprehensive package. SmartSuite Millennium Edition 9.5 is currently shipping in North America in International English to Lotus maintenance and volume-licensed Passport customers and is expected to be available in stores in the U.S. as well as worldwide later this month. SmartSuite Millennium Edition 9.5 is also scheduled to ship in additional language versions including Brazilian Portuguese, French, Italian, German, and Spanish within 30 days, and Danish, Dutch, Finnish, Norwegian, and Swedish within 60 days of the International English version. Current users of SmartSuite, or individual Lotus desktop applications, or users of qualifying competing suites, spreadsheets, word processors, databases, and presentation graphics packages will be eligible to upgrade for an estimated retail price of $149. The price for new users is $399. An upgrade to a standalone version of 1-2-3 Millennium Edition 9.5 will be

available to users at $129, and to new users at $315. www.lotus.com

BLUESTONE LAUNCHES CODE BLUE WITH NO UP-FRONT LICENSING FEES
6/22/99

Bluestone Software, Inc. has launched Code Blue, a developer program that gives Java, Web, and XML application developer's no-initial-cost access to Bluestone's Application Server frameworks for building Internet commerce and data integration applications. Beginning today, developers can register for Code Blue online at www.bluestone.com/code-blue/. The Code Blue program encompasses all Bluestone products, including Sapphire/Web, and Bluestone XML Suite, the company's revolutionary dynamic XML Application Server and toolkit that provides a platform for building, distributing, and deploying XML applications. www.bluestone.com

EXTENSIBILITY LAUNCHES XML SCHEMA CONVERSION & AUTHORING TOOL
6/22/99

Extensibility announced the release of XML Authority 1.0, a comprehensive XML schema authoring and conversion tool that enables Web developers to migrate existing data structures to the Internet via XML. This capability accelerates the creation of XML-based industry, corporate and application grammars for the Internet. XML Authority 1.0 converts ODBC data structures, Java classes, COM objects, LDAP schemas, DTD's and XML documents to all major XML schema formats. XML schema syntax output support includes DTD's, XML-Data (IE5 level), the XML Schema Definition Language (XSDL), DCD's, and DDML. XML Authority 1.0 features a graphical user interface that allows users to import or create XML schemas, and view document elements, attributes, entities and other objects in a hierarchical tree. Graphical representation of the document structure also is provided. Collaborative schema development, within and between organizations is enhanced with audience-specific notes and change logging support. XML Authority facilitates the convergence of diverse forms and sources of Internet content. Advanced XML schema features, such as data typing, enable data-intensive applications to

move to XML now. XML Authority provides the ability to adapt SGML DTD's to those constructs available in XML. XML Authority 1.0 is available for downloading now at www.extensibility.com. XML Authority is $99.95, multiple user x-Packs are available: 5-user, $449.95; 10-user, $849.95; 50-user, $3,995.00. A ten use trial version may also be downloaded from the Extensibility site.

MARIMBA INTRODUCES DOCSERVICE
6/21/99

Marimba, Inc. announced the release of DocService, a new application which automates targeted document delivery across corporate intranets, extranets and the Internet. DocService makes it easy for corporations to deliver single documents to single recipients or hundreds of documents to thousands of recipients, all within a managed and organized infrastructure that supports automatic document updating. By making documents easier to distribute and update, DocService helps enable companies to reduce administrative expenses, enhance communications and productivity, and improve customer service. DocService is the first release in a planned portfolio of Marimba applications designed to provide a complete, out-of-the-box solution for a specific Internet Services Management (ISM) challenge. DocService is designed to provide automatic, targeted, bandwidth efficient delivery of documents to recipients, both inside and outside the corporation. Current document delivery mechanisms, such as email, 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 for both senders and recipients. DocService works across corporate intranets, extranets and the Internet and the solution can handle virtually any type of document, from simple text files to complex HTML documents that include links, and sub-documents aggregated as a single logical document. DocService can also be used to track critical document delivery since it provides a full audit trail including delivery success or failure and whether or not a document has been viewed. DocService's Document Repository Module allows corporations to replace the default DocService document storage repository with

their existing document repository or database. Once replaced, DocService will deliver the documents contained in the corporate database to the specified DocService categories automatically. DocService is in controlled availability now with general availability scheduled for the third quarter of 1999. The product is priced at $100 per DocService client and $1,000 per DocService server. www.marimba.com

Definitely a new twist for Marimba — one that makes perfect sense. It is however, a very different kind of business for them.

TRANSPARENT LANGUAGE LAUNCHES FREETRANSLATION.COM
6/21/99

Transparent Language, Inc., announced the launch of FreeTranslation.com, a free website designed to translate text and foreign language web pages from English to Spanish, French, German, Italian and Portuguese, as well as to English from Spanish, French and German. FreeTranslation.com uses the TranscendRT natural language translation engine. FreeTranslation.com is a straightforward site for rapid translations where users can obtain the meaning or "gist" of foreign language text and web pages. Users log onto www.FreeTranslation.com and type or paste text directly into a translation box, select a language from the pull-down menu to translate the text to, and then simply click the "translate" button. The translation is completed within seconds. Similarly, web pages are translated by typing or pasting the URL of the web page to be translated, selecting the language for translation and clicking the "translate" button. The translated web page text is displayed while retaining the site's original formatting and graphics. Collaborating with FreeTranslation.com Transparent Language is interested in working with other companies to bring translation capabilities to their web sites. Any company interested in discussing a possible collaboration with FreeTranslation.com should e-mail Transparent Language at links@transparent.com. www.transparent.com.

PHT Corp. Announces Web-Based Clinical Trials Data Management Solution Using XML
6/18/99

PHT Corp. announced the development of Version 4.0 of its PlexxNet Clinical Network, a web-based, paperless system for direct data capture, data and trial management that supports the full life cycle of clinical trials. This newest version of PlexxNet, with delivery expected in the fourth quarter, is the first system in the clinical trials industry to use XML to enable increased data interchange, archiving, storage, and management. To help define the prototype model for use of XML in clinical trials data capture, PHT has formed a strategic partnership with Lincoln Technologies, Inc., a Boston-area consulting firm led by Chan Russell and David Fram, who developed the first version of Clintrial. PHT and Lincoln Technologies are jointly developing a new DTD for the clinical trials market. In turn, PHT and Lincoln will make the DTD available to the clinical research industry to begin the development of an open and broad XML-based standard for clinical research. www.phtcorp.com

Seacrest Development to Acquire Imagen
6/18/99

Seacrest Development Corporation announced that an agreement has been reached to acquire Imagen Technologies, Inc. for $450,000. Currently, Imagen specializes in e-mail invoicing interfaces, with a core AXML technology utilizing XML to offer advanced invoicing capabilities in its new Invoy product. Seacrest's acquisition is subject to regulatory approval by the Vancouver Stock Exchange, an independent evaluation of Imagen, a $300, 000 cash payment and $150,000 in stock. www.imagen.com

Softshare Announces Upgrades & E-Commerce Strategy
6/18/99

Softshare announced ecSuite, a suite of e-commerce products that provides range of solutions addressing the needs of organizations from the small, home-based business to the large enterprise. Softshare's ecSuite provides a total Internet e-commerce environment and, when combined with the Softshare Network, a traditional EDI solution. The entry-level product for the small business is Softshare Vista 2.0 Standard Edition. Softshare Vista is a 32-bit Windows-based desktop EDI application that enables trading partners to electronically create and exchange business documents such as purchase orders, invoices and advance-ship notices. Standards supported include traditional EDI such as ANSI X12, UN/EDIFACT, as well as XML and XSL. Communications are SMTP and POP3 based. Softshare Vista 2.0 Standard Edition is priced at $295 for the single user. Softshare Vista 2.0 Professional Edition adds S/MIME security, advanced document tracking, event-driven document management, trading partner management, multiple mailbox support and direct integration with Softshare's universal data translator, Softshare Delta. The Professional Edition is priced at $995 and includes a five-user license. Softshare Delta is a data translator capable of mapping both to and from EDI, flat file (from both fixed-width and delimited), XML and OLE DB data sources. Delta also supports mapping to free-form text documents, such as HTML, to aid in Web and Internet integration. www.softshare.com.

POET Uses ODMG Spec for Embedded Object Database in Internet Phone Prototype
6/17/99

POET Software announced that it applied the new recently proposed Java Data Objects (JDO) specification, a work in process specification in the Java Community Process, for a common API to develop an embeddable, small footprint, 100% pure Java database. Ericsson leveraged the new database technology to develop a 'smart' Internet phone prototype called 'Penny2'. POET has contributed to the JDO specification process through its participation with the Object Data Management Group (ODMG) and as an expert in Java Community Process. The

Java Community Process represents the formalization of the open to develop and revise Java technology specifications in cooperation with the international Java community. The specification also provides for interface-based definition of data stores, transactions, selection, queries, and transformation of persistent storage data into native Java objects. For more information on the specification go to: java.sun.com/aboutJava/communityprocess/jsr/jsr_012_dataobj.html. www.POET.com.

MICROSOFT & BRIDGE TEAM ON FINANCIAL INFORMATION XML SCHEMA
6/17/99

Microsoft Corp. and Bridge Information Systems Inc. demonstrated the results of joint work on an XML-based schema that allows the exchange of various real-time market data types, including stock pricing, pages, and company news and history. The XML schema for real-time market data will be proposed to the Microsoft Windows Distributed interNet Applications for Financial Services (Windows DNAfs) Advisory Council for adoption in the existing message set. Currently, the Microsoft Windows DNAfs architecture has a number of message schemas for composing orders, executions, allocations and settlement details that help bring application integration and interoperability to financial institutions. The adoption and support of standard interfaces provided by Windows DNAfs, combined with the use of XML as the data format, allow operations in portfolio management, order routing, risk management, portfolio accounting and now market data to be easily linked, ensuring integration across application domains in a cross-platform environment. www.bridge.com, www.microsoft.com

J.P. MORGAN, PRICEWATERHOUSECOOPERS ANNOUNCE IBM TO HELP WITH STANDARD
6/17/99

J.P. Morgan & Co. Incorporated and PricewaterhouseCoopers LLP announced that IBM Corp. would participate on the technical committee for the recently announced Internet-based protocol FpML (XML-based financial products markup language), a specification for electronic dealing and information sharing of financial derivatives. The two firms also announced that IBM would help create FpML seminars for technical and financial services professionals worldwide. The FpML standard, announced last week by J.P. Morgan and PricewaterhouseCoopers, enables Internet-based electronic dealing and information sharing of financial derivatives, initially focusing on interest rate and foreign exchange products. The FpML standard, which will be licensed freely to the technical and financial markets, is based on XML and will allow the Internet-based integration of a range of services, from electronic trading and confirmations to portfolio specification for risk analysis. For more information on the FpML seminars or the FpML standard, see www.fpml.org.

SAP ANNOUNCES COMMITMENT TO ROSETTANET
6/17/99

SAP AG announced its endorsement of eConcert, the multipartner implementation of RosettaNet's electronic commerce standards. As one of the enterprise business software solution members of the managing board of the RosettaNet global electronic commerce standards consortium, SAP says it is committed to implementing RosettaNet XML-based Partner Interface Processes (PIP) to help further extend the current Internet commerce capabilities of its 20,000 customers worldwide by RosettaNet's Feb.2, 2000, industry readiness target date. www.sap.com.

INNOVISION ANNOUNCES NEPAL XP
6/16/99

Innovision Corporation announced it will introduce a new XML Protocol (XP) framework, Nepal XP, to achieve universal data interchange. The Nepal XP components include: Nepal XP Language: A language modeling platform that enables full life-cycle development of XML Protocols; Nepal XP Server: A server component that supports protocol-specific frameworks and application development; Nepal XP Client: Thin-client components for browsers, embedded devices and emerging technologies; and Nepal XP Tools. www.innovision.com

OBERON SOFTWARE & WEBMETHODS PARTNER
6/16/99

Oberon Software Inc. unveiled its partnership with webMethods, Inc. Under the terms of the agreement, the companies will build on Oberon's Prospero solution and webMethods B2B suite to accelerate cross-enterprise integration of line of business applications across the supply chain. The result of this alliance will be a Prospero building block for the webMethods B2B suite. Oberon will develop and support a building block enabling seamless integration between webMethods B2B and the Prospero environment. As part of Oberon's mission to seamlessly link disparate systems, this new building block will leverage webMethods' cross-platform, XML-based products to deliver an integrated framework for conducting e-business by connecting applications in real time through firewalls over the Internet. webMethods customers will have immediate access to packaged and legacy applications supported by the extensive library of Prospero building blocks. For all the enterprise applications that Oberon supports, Oberon customers are immediately able to securely and reliably deploy cross-enterprise e-business applications. www.webMethods.com, www.oberon.com

UWI.COM'S XML INTERNETFORMS NOW ENTRUST-READY
6/15/99

UWI.Com announced that the InternetForms Commerce System has successfully completed the Entrust test program to achieve Entrust-Ready branding. Users can now take advantage of Entrust Technologies' robust PKI solutions to digitally sign and secure UWI.Com's open, verifiable, and legally binding XML InternetForms. The open architecture of UWI.Com's InternetForms provides interoperability with every major vendor's digital security products, including digital signatures, smartcards, and biometric tokens. www.umi.com

NOVERA SOFTWARE EMBRACES XML FOR APPLICATION INTEGRATION
6/15/99

Novera Software, Inc announced the latest release of the Company's Novera software suite (formerly known as jBusiness). Novera 4.5 adds XML support, along with a new IBM WebSphere module, to extend enterprise applications to the Web. Integrating applications between customers, partners and suppliers is a time-consuming and expensive process. Novera 4.5 eases this process by encapsulating corporate data locked inside of relational databases, mainframe applications and packaged applications to create standards-based Enterprise Business Objects. Novera then allows these business objects to be exposed as XML to any Web application, providing organizations with a standard format for communicating business information (such as attributes of an order placed over the Web) with partners and suppliers. By combining XML with its EJB- and CORBA-based Enterprise Business Objects, Novera provides the distribution and management capabilities needed for enterprise-class business-to-business electronic commerce applications. Additionally, Novera 4.5 allows the same Enterprise Business Object to be exposed as Java Server Pages (JSP), Java Beans and/or Java Servlets, providing customers with the flexibility to use and reuse the Enterprise Business Objects in any Web application. This reusability translates into significant cost savings and faster time-to-market for organizations looking to deploy multiple Web applications. Novera 4.5 is available immediately from Novera Software. www.novera.com

XML FOR ALL ANNOUNCES FREE SCRIPTING TOOLS

6/15/99

XML For All, Inc. today announced the release of its first product, the XFA Scripting System, a rapid application development system for XML. Microsoft Windows and Linux versions of the XFA Scripting System are free and can be downloaded from www.xmlforall.com. XFA (XML For All) is a set of XML tags that specify executable actions. Other approaches to processing XML require the use of another language such as Java, Perl, or Visual Basic. With XFA, all you need is XML. XFA was designed from the start around XML and uses XML pervasively. XFA is for developing advanced web sites. An XFA script contains a mix of XFA, XML, and HTML tagged elements allowing web page designers and programmers to share a common language. It's easy to add new executable tags to XFA or to create a custom interpreter for a new XML tag set. The XFA Scripting System includes an XFA interpreter, comprehensive documentation, and a collection of examples, libraries, and tools. The XFA interpreter can be run either under a web server or stand-alone. The XFA library system can be used to factor large applications and to organize collections of reusable components. www.xmlforall.com

WEBMETHODS ANNOUNCES SUPPORT FOR FPML

6/15/99

webMethods, Inc., announced support for the FpML standard (Financial Products Markup Language: www.fpml.org), an open XML-based protocol that supports financial derivatives, e-commerce and data sharing between applications. Led by J.P. Morgan & Co. Incorporated and PricewaterhouseCoopers LLP, the FpML standard will facilitate seamless Internet-based integration for a wide range of client services, allowing the financial services market to take full advantage of Internet connectivity while lowering operational risks. www.webmethods.com

INFINITY CONTRIBUTES XML-BASED NETWORK TRADE MODEL TO DNAFS

6/15/99

Infinity, A SunGard Company, announced it has contributed the Infinity Network Trade Model to the Microsoft Windows Distributed interNetworking Architecture for Financial Services (Windows DNAfs) Advisory Council. The Infinity Network Trade Model will form the basis for industry standards definitions for Risk Management and Derivatives schemas and interfaces. Infinity has joined the Microsoft STP / Windows DNAfs Advisory Council and taken responsibility for leading the council's risk management and derivatives Competency Centers as a result of the work and expertise they provide to the initiative. The objective of the Microsoft Windows DNAfs initiative is to promote standards within the financial services industry that address the key obstacles to straight through processing: business-to-business connectivity and application-to-application integration between new and legacy systems. www.infinity.com

SYSTRAN & BERLITZ TO INTRODUCE INTERNET-BASED TRANSLATION SERVICES

6/15/99

Systran Software Inc. announced that it has entered into a strategic alliance with Berlitz International Inc. to offer full professional human translation services on the Internet in addition to its already existing Machine Translation Services. www.systransoft.com, www.berlitz.com

Notice this is the 3rd piece of news this month about translation software and services.

PAYLINX & BROADVISION ANNOUNCE PARTNERSHIP
6/14/99

PaylinX Corporation announced a partnership agreement with BroadVision, Inc. This partnership is timed with BroadVision's release of a new family of market-focused applications designed for rapid deployment and dynamic personalization of high transaction Internet commerce sites. The PaylinX enterprise commerce payment-processing platform enhances BroadVision's retail and business e-commerce application solutions. The PaylinX/BroadVision integration will enable shared customers to install an off-the-shelf and ready-to-use solution for real-time and batch credit card authorization, settlement and reporting. PaylinX provides enterprise payment processing — enabling credit card transaction processing that spans electronic commerce, point-of-sale, interactive voice response (IVR) systems, catalog sales and call centers. www.paylinx.com, www.broadvision.com

BROADVISION & ONDISPLAY COLLABORATE ON E-BUSINESS PORTALS
6/14/99

BroadVision, Inc. and OnDisplay announced that they have entered into a strategic alliance. Under the terms of the agreement the two companies will jointly market their products, targeting businesses that are deploying e-business portals as a way to gain customers through their online channels. An e-business portal merges e-commerce capabilities and an information-centric portal to produce a vertical destination where customers have access to information they require to make intelligent purchasing decisions. www.ondisplay.com, www.broadvision.com.

SUN-NETSCAPE ALLIANCE EXPANDS PLANS FOR XML
6/11/99

The Sun-Netscape Alliance reaffirmed its support for the RosettaNet consortium and other key organizations including CommerceNet, XML.org and OASIS that are helping to define the industry's XML standards for business-to-business electronic commerce processes. The Alliance also described its plan to integrate XML support across its family of e-commerce applications for commerce exchange, online procurement, online selling and online bill presentment and payment. In a related announcement, RosettaNet announced its commitment to providing an XML standard for live product implementations by February 2, 2000. The Sun-Netscape Alliance, which has executive representation in the consortium, is supporting this timeline and has agreed to collaborate with the other RosettaNet board members to align business processes to support the organization's XML standard. Commerce Exchange Netscape ECXpert, an application that enables the exchange of commerce information between business systems of the partners, supplier and customer, will provide an XML interface for sending and receiving XML documents, including support for implementing RosettaNet eConcert Partner Internet Processes. Online Procurement and Selling Netscape BuyerXpert will leverage XML features within Netscape EXCpert to help link a company's internal procurement function with the procurement system of its external suppliers. Netscape BuyerXpert supports XML as a standard mechanism for catalog content exchange. Netscape SellerXpert, a business-to-business online selling application, will support XML by leveraging Netscape ECXpert's capabilities. The Alliance plans to unveil its complete XML strategy for online selling in the near future. Online Bill Presentment and Payment Netscape BillerXpert today standardizes on XML for all data loading including membership, account data and billing data as it is translated from print streams. The Alliance plans to expand its use of XML within Netscape BillerXpert for greater interoperability with other applications and greater flexibility in meeting customized presentation needs in vertical markets. www.sun.com

Well, they don't want us to always think of Microsoft when they hear "XML".

RosettaNet Announces eConcert Piloting Support
6/10/99

RosettaNet announced a number of participants in eConcert – the implementation phase of RosettaNet. In an initiative that will define supply chain transactions using between 75 and 100 standard XML-based partner interface processes (PIPs), or computer-to-computer dialogs, 15 companies have committed resources to four-to-six-month pilot programs that will test processes for updating catalogs and purchasing products. The announcement involves implementation of nine PIPs that will eventually comprise e-business production systems. The selected implementers have formed partnerships of two to six companies to begin pilot implementations. These early adopters recognize the value that RosettaNet's standards bring for themselves, RosettaNet members, and every other company in the IT supply chain. Purchasing processes currently being piloted consist of computer dialogs relating to requests for pricing information, inventory level, and order status and management of purchase orders. Arrow and Intel have formed one partnership to test purchasing processes, while IBM, Inacom, CHS, Ingram Micro and MicroAge comprise a second group to so the same. As part of the eConcert implementation phase, three milestones were established by the RosettaNet board members regarding the pilot implementation of PIPs by the various company partnerships. The first milestone, when three selected partnerships will have successfully completed the pilot phase of one or more PIPs, is scheduled for June 25, 1999. Five more partnerships will follow at the second milestone on August 9, 1999. Finally, eConcert will come to fruition on February 2, 2000, when all the eConcert member companies will use PIPs in their everyday production routines. The complete set of PIPs will address six high-level business activities – Partner/Product Review, Product Introduction, Order Management, Inventory Management, Marketing Information Management, and Service/Support.
www.rosettanet.org

Bluestone Provides Free Copies of Visual-XML
6/8/99

Bluestone Software, Inc., announced the giveaway of 3,000 copies of Bluestone Visual-XML, a toolkit for building XML applications. Available today, Bluestone Visual-XML is a pure Java development tool that makes use of a straightforward graphical user interface, drag-and-drop capabilities, and Mentor, Bluestone's advanced interactive navigation and help facility to simplify development of dynamic XML applications. Bluestone Visual-XML's Database Publishing Wizard helps users generate XML documents from data stored in a database, without any coding. The Process Wizard allows for the input of XML documents into a dynamic XML server. An example application is included with Visual-XML, showing the use of several Open Application Group (OAG) DTDs for processing purchase orders against a database, including logging of transactions. This sample application can be a useful template for creating applications with any of the emerging industry DTD's and DTD repositories, such as OBI, cXML, RosettaNet, OASIS, and BizTalk. Pricing for Bluestone Visual-XML is $99 and may be purchased and downloaded online at www.intraware.com/shop, and at www.bluestone.com

Eloquent Introduces Enterprise Portal
6/8/99

Eloquent, Inc. announced the launch of the Eloquent Enterprise Communications Portal. The Eloquent Enterprise Communications Portal aggregates business communications and learning content from multiple sources in multiple formats, personalizes access to the content based on a user's role and preferences, delivers it in the most appropriate medium, and tracks the use and value of the content to users. The Eloquent Enterprise Communications Portal is designed to meet the growing need of companies to communicate cost effectively with partners and customers over the Web as well as to provide for ongoing communications and education of employees. The Eloquent Enterprise Communications Portal (ECP) offers five key benefits: aggregation, personalization, flexible delivery, reporting, and an e-commerce

gateway. The Eloquent Enterprise Communications Portal is available now. Pricing for the Eloquent Portal Server software begins at $125,000. Eloquent also provides complete communications portal design and implementation services on a per project basis. www.eloquent.com.

QUINTESSENT RELEASES XML MESSAGE ADAPTERS & XML EDITING SUITE
6/8/99

Quintessent Communications, Inc. announced the availability of their XML based Message Adapters. These XML based Message Adapters, together with the QConnect Platform and a suite of Interconnect Applications, provide a Tele.Commerce solution for back-office electronic commerce. Quintessent also announced the release of QConnect Studio, an XML based tool-set that efficiently modifies Quintessent's off-the-shelf Message Adapters to meet the changing requirements of trading partners. Back-office e-commerce for the telecommunications market, Tele.Commerce, requires carriers to electronically bond with trading partners in order to intelligently exchange high volumes of transactional ordering data. The XML based Message Adapters are first to utilize XML as a meta-language to define and generate the electronic data interchange (EDI) streams for trading partner interexchange. This significantly improves how carriers build, translate, validate and modify their e-commerce data transmissions, allowing business analysts within the carrier to efficiently manage message content and make ongoing changes to business rules without reprogramming EDI. The result is quicker implementation of interexchange and information requirements while lowering the cost of ownership for the single Tele.Commerce solution. www.quintcom.com

DATAWARE TECHNOLOGIES SELLS HALF ITS INTEREST BACK TO NORTHERN LIGHT
6/7/99

Dataware Technologies, Inc. announced that it has sold one-half of its interest in Northern Light Technology LLC back to Northern Light for $4.1 million and that Northern Light had also repaid its $1.2 million promissory note held by Dataware. After the transactions, Dataware retains an approximate 5% interest in NorthernLight. This transaction will result in a gain of approximately $5.0 million for Dataware Technologies during the second quarter of this year. The$5.0 million will be used as additional working capital. www.dataware.com

GOOGLE RECEIVES $25 MILLION; JOHN DOERR JOINS BOARD
6/7/99

Google, a start-up dedicated to providing the best search experience on the web, today announced it has completed a $25-million round of equity funding led by Sequoia Capital and Kleiner Perkins Caufield & Byers. Google also announced that Michael Moritz, general partner of Sequoia Capital, and John Doerr, general partner of Kleiner Perkins Caufield & Byers, have joined its board of directors. Michael Moritz is currently a director of numerous companies, including Yahoo, eToys, Quote.com, eGroups, PlanetRx, Flextronics, and WebVan. John Doerr was a co-founder of @Home and is a director of several high growth Internet companies, including Amazon.com, Drugstore.com, Handspring, Healtheon/WebMD, Homeshop.com, Intuit, and Sun Microsystems. Google's technology highlights include PageRank, a patent-pending, objective measure of the importance of web pages. PageRank is computed by solving an equation of 500 million variables and two billion terms. Google's innovative user interface includes dynamic summaries, a cached web, and the timesaving "I'm feeling lucky" button. Google also offers co-branded solutions for information content providers. Google was founded in September 1998 by Larry Page and Sergey Brin, building on three years of research as computer science Ph.D. candidates at Stanford University. http://google.com

DATALOGICS ANNOUNCES FRAMELINK RELEASE WITH DOCUMENTUM 4I

6/2/99

Datalogics announced the latest release of the FrameLink Product Family in conjunction with Documentum, Inc.'s launch of Documentum 4i. FrameLink offers organizations flexibility with their document creation, document management, and publishing processes by integrating Adobe FrameMaker authoring tools and Documentum's Documentum 4i. The FrameLink Product Family line consists of four products: FrameLink, FrameLink+SGML, FrameLink for AutoRender Pro, and the FrameLink DocPage Builder Extension. FrameLink allows authors of technical documents, manuals, and product information to manage complex documents directly from within FrameMaker, while maintaining document links. With FrameLink+SGML, authors of SGML documents in FrameMaker+SGML can manage the reuse of components down to the element level. FrameLink for AutoRender Pro allows users to automatically render and manage PDF files from within FrameMaker tools. This enables them to distribute documents for review and can provide an end-to-end solution for publishing complex documents. Finally, the FrameLink DocPage Builder Extension is a tool kit that can adapt FrameLink to meet specific publishing needs of customers. www.datalogics.com

MICROSTAR & XIA INFORMATION ARCHITECTS FORM ALLIANCE

6/2/99

Microstar Software Ltd. announced a strategic alliance with XIA Information Architects Corporation. The alliance between Microstar and XIA Information Architects provides a combination of skills and expertise for the design and implementation of the new networked business models. These new models require the inter-mediation and exchange of content and transactions between heterogeneous groups of buyers and sellers over the Internet. XIA Information Architects helps organizations to exploit the opportunities provided by XML-enabled multi-enterprise systems and to maximize the value of their IT investment. Microstar develops integrated solutions using the latest XML and SGML content management and e-commerce Internet

products. Solutions for the companies' clients leverage the built-in intelligence of XML encoded information to facilitate the integration of supply chains of all types. The result is lower operational costs and wider market reach. www.microstar.com.

AKAMAI ANNOUNCES AVAILABILITY OF FREEFLOW

6/2/99

Akamai Technologies announced the commercial availability of its first offering, FreeFlow. FreeFlow has been in commercial use since the beginning of April and to date has delivered more than 10 billion hits for some of the biggest sites on the Web. The service dramatically improves Web site performance and reliability, and is backed by Akamai's Proof of Performance guarantee. In a separate announcement today, the company named Yahoo! as one of its charter FreeFlow customers. FreeFlow was designed around the needs of high-volume Web sites in eCommerce, new media, and Global 2,000 businesses. To help the customer assess FreeFlow's performance during the evaluation period, Akamai contracts with Keynote Systems, a third-party measurement service. Based on the testing done by this independent authority, the customer is able to evaluate the speed and reliability improvements of FreeFlow. The results show exactly how FreeFlow performed using live traffic, and are compared with the customer's existing processes. FreeFlow customers pay only for the network resources they use — no capital investment is required. Usage charges are priced according to megabits per second of content served. Customers commit to a minimum usage level and may "burst" above this commitment. Monthly pricing begins at $2,000 per megabit per second, with discounts for volume usage. www.akamai.com

OPENLINK RELEASES DATABASE TECHNOLOGY

6/2/99

OpenLink Software, Inc. announced the commercial release of "OpenLink Virtuoso". This is a new Virtual Database Engine product that enables disparate heterogeneous backend databases to be viewed, updated, and manipulated from a single ODBC, JDBC, UDBC or OLE-DB connection. Virtuoso helps organizations simplify the process of transforming data held in multiple databases into readily available information assets exploitable by E-business and Internet solutions. Virtuoso provides the ability to create data junction boxes that bring disparate data sources together in real-time. Virtuoso possesses a scalable and compact SQL92 database engine and its functionality is openly available to any ODBC, JDBC, UDBC, or OLE-DB compliant solution. Virtuoso supports Oracle, Microsoft SQL Server, Informix, Sybase SQL Server, Ingres, Progress, DB/2, and other ODBC compliant database engines. It is also operating system independent with support for Windows 95/98/NT/200, Linux, UNIX (all flavors), and support planned for MacOS, VMS, OS400, and OS390. OpenLink Virtuoso is a new addition to OpenLink Software's portfolio of Data Access Technology products; it is scheduled for commercial release on June 15th 1999. A free evaluation of Virtuoso is available for download from OpenLink's www.openlinksw.com

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CALENDAR

Metastructures 1999 & XML Developers "UnConference" – August 16-20, Le Centre Sheraton, Montréal, Québec. 703.519.8160

A GCA sponsored event for technical folks.

Fall Internet World, October 4-8, Jacob K. Javits Center, New York, NY 800.500.1959

The largest of the Internet events which these days means one of the largest general-purpose IT shows. Lot's of E-commerce stuff this year, but also everything else internet-related.

Seybold San Francisco Show and Conference, August 30 - September 3, Moscone Center, San Francisoc, CA 800.468.3767

The bigger and more general of the Seybold events in the U.S. Very publishing and design oriented, but with lot's of web technology and there is usually an XML pavilion.

XML/SGML Asia Pacific '99, October 18-21, Hotel Mercure, Sydney, Australia. 1 703.519.8159

The Asia/Pacific version of the US and European conferences by the GCA.