

# THE GILBANE REPORT

Vol. 7, No. 9  
October 1999

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

Published by:  
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## XML AT WORK — TECHNICAL PUBLISHING

Technical publishing has always been a challenge for software applications. The need to integrate a variety of structured and unstructured data types has strained database, document/content management, and publishing software. However the fact that much technical information is truly "mission critical" (e.g., the correct procedure for replacing the emergency shut-off switch on the nuclear reactor) meant that many companies were forced to tackle the complexities head-on, and was the reason a lot of them invested in SGML. It is no surprise then that many early implementations of XML are technical documentation applications.

Technical documentation is not by any means what is driving the adoption of XML. The sheer size of the markets for e-commerce solutions, enterprise solutions, and all the application and information integration necessary to connect these front and back office systems ensures that *they* will be driving the growth and direction of XML. There is a lot to learn from early XML adopters, especially when they are already familiar with the benefits and difficulties of working with SGML, as many in the technical documentation field are. Bill and guest contributor Sabine Ocker take a look at three companies this month. We'll look at XML at work in e-commerce and other areas in future issues.

*New Subscriber Benefits! — See page 35 for details*

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# XML AT WORK — TECHNICAL PUBLISHING

We can all agree on one thing: The XML landscape is a crowded one. If at one point you could have read everything essential about SGML in say a few days, now you have trouble finishing the day's headlines about XML. All the more reason, then, to take a good specific look at what a few people are actually doing with XML today. In this issue we focus on one application of XML, which is the technical publications space, the granddaddy of SGML applications and perhaps the forgotten child amid all the buzz of XML and, e.g., e-commerce.

Are trends emerging that suggest how the XML market and technology will evolve? As the dust still settles on the core standards, are implementors frustrated or optimistic? Is adoption supported by management, or are the evangelists tilting at windmills? The following brief case studies offer some insight.

## DHL LOOKS TO SOLVE A GLOBAL PROBLEM

Pity the technical writer in today's global, web-fueled economy. The move to the electronic distribution of publications has placed new pressures on the individuals tasked with the production of technical documentation. Publishing departments that have scrambled to move documentation from print to CD-ROM, with the advent of the Web, are now struggling to translate content into HTML. And even then, your HTML isn't necessarily my HTML, especially for the technical writer working with standard HTML, Microsoft's Windows HTML for Help, JavaHelp, and so on.

Add to this the global economy, with the need for localized user interfaces, documentation, and Help, and you have a classic problem for a technology such as SGML and now XML. But documentation groups have not always rushed to \*ML-based solutions. This is partly because the authoring tools provide a high percentage of the solution natively. But it's also because of resistance from management that's unwilling to invest in document infrastructure.

At DHL, Sara Mitchell is spearheading an effort to develop an XML-based Help subsystem. Sara's official title at DHL Airways is Senior QA Engineer, but she's currently working in a Document Analyst role. DHL Airways, in Redwood City CA, is a part of DHL Global, along with international sister company DHL Worldwide.

Sara's group is developing an XML application for delivering Help information to DHL's customers worldwide. The Help subsystem supports both an existing client-server shipping application and a new web-based application. After exploring a variety of uses for XML, the development

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team steered away from broad integration of XML data throughout the new web-based application, narrowing the deployment to the Help subsystem. "In some ways, Help is seen as a lower risk component of the application," said Sara. "The lack of a firm standard for XSL" loomed large in the development team's planning. Had the project been launched today, with the more official version of XSLT having been published, there would likely be "more XML and XSL in the application mix."

The group responsible for the creation of help content currently uses ArborText's Adept Editor to author SGML, which is then saved as XML for later processing. Mitchell chose ArborText over FrameMaker+SGML, which at the time, was the only other commercially viable tool to her thinking (Softquad's XMetaL was released later). She did look at various downloadable XML editors that had emerged, but didn't consider them adequate to the task. "They didn't seem to be designed for creating and editing large amounts of data," noted Mitchell. "The text entry might be through some sort of pop-up, and then the text would disappear and be unviewable."

DHL did all of the document analysis work, DTD development, and ArborText integration in house. The staff had past experience with ArborText, which also contributed to the decision to use it over the other available tools. Mitchell estimates that the DTD and related ArborText integration efforts were completed over about a three-month period, using a half-time resource; the DHL DTD is based on the DocBook DTD, but has also been modified over the course of the project to deal with some unique DHL requirements.

The resulting XML data is then converted into HTML-based Help or, for Internet delivery, into straight HTML, using the LotusXSL processor from IBM. These are two separate transformations, both written entirely in XSL. Mitchell describes the learning curve for XSL "straightforward," especially for someone with a background in the FOSI (Formatting Output Specification Instance — from the government's CALS program) environment of ArborText. DHL found that, even with the shifting XSL standard, XSL does everything they need it to do. The XSL transformation to standard HTML for web deployment is complete, and DHL expects to finish the transformation to Windows HTML for Help before the end of the year.

The fact that DHL has core content which must have multiple outputs, including the web, was one reason Sara's been evangelizing for XML. Another reason is translation. DHL serves up help information to their international customers, and translation is a challenging task. The initial translation to dozens of languages is challenging enough, but the complexity grows as the underlying applications—and the associated Help files—evolve. At the very least, the translation process can be helped by being able to identify only those pieces of information that have changed. Content that has been marked up in XML can be more efficiently chunked for handoff to the translation teams.

*"... Mitchell ... remains convinced that uneven browser support and the moving target of style sheets won't stand in the way of a successful implementation ..."*

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The Help application developed by DHL is about to go into beta. After working successfully with SGML in the past, Mitchell believes in the XML technology; so she remains convinced that uneven browser support and the moving target of style sheets won't stand in the way of a successful implementation of the XML-based help application currently under construction. She's lucky, she says, that her boss is "forward thinking" and could articulate the business case for XML to upper management while she served as the technical consultant.

## JEPPESEN — XML FOR FLIGHT INFORMATION

*"Jeppesen has complex display requirements that XML simply cannot support at this time—the need for change bars, for instance."*

Jeppesen Sanderson Inc. is a provider of flight information and flight planning services, and a long-time implementer of SGML-based solutions for paper and electronic publishing. For an organization such as Jeppesen, it's not a case of needing to be convinced about either SGML or XML, but specifically what mix of tools will solve one of the many customer problems they are trying to solve.

And indeed a mix of tools is usually the answer. "There's no such thing as a pure system where you can use a single tool for all of your needs," notes Charles Angione. Now an SGML Analyst for Jeppesen, Charles Angione has been working with structured information since the eighties. He discussed a number of recent efforts at Jeppesen and elsewhere to bring XML into their publishing mix.

One application Charles described works with Help files. The application uses a combination of HTML, dynamic HTML and XML to serve up detailed Help files for a network analysis program used in the aircraft repair industry. The Windows-based program, usually run by a site Network Administrator, uses auto-testing functionality to analyze a complex LAN, and then assembles specific Help for all problems it finds. The application, developed as an internal tool, uses a combination of Visual Basic and C++ to first test the network, then assemble all of the error messages. These error messages are then processed to collate the relevant Help material from an XML repository. The resulting browser presentation, showing only the relevant portions of the over 500-page manual, make the process of troubleshooting much more efficient. Depending on the error code returned, and the complexity of the problem, the Help output might also include a link to the appropriate spot on the Microsoft support web page.

The application works with a simple, 10-element DTD, where each instance is "almost like an Access database," according to Angione. Since XSL was even more of a moving target at the time of development, the developers based the HTML formatting on Cascading Style Sheets (CSS) instead.

The bulk of the application was written in Visual Basic, with some C++ libraries developed for compute-intensive portions of the application. The XML instance was simple enough, Angione noted, to not require complex and specialized software for parsing. The developers found Visual Basic

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excellent for modeling the GUI, with its ready library of screen objects and other interface components.

The original document instance was developed in a mix of ArborText Adept editor and screen editors such as Microsoft WordPad.

As for Jeppesen, they are still in the research phase of their analysis of XML's fit for them. Jeppesen has complex display requirements that XML simply cannot support at this time—the need for change bars, for instance. There are also display issues for aircraft repair mechanics, who want the online page blocks to appear in a format that is familiar to them. This level of control over the look and feel of the data isn't possible with style sheets and the HTML and XML structures that browsers currently understand.

The dominance of the browser for information display raises some interesting issues for Jeppesen and others, and Jeppesen has already developed custom browsers for some of their applications. These custom browsers are sometimes used instead of longstanding electronic publishing platforms such as DynaText (recently acquired by Enigma) and Enigma's own platform. Recently, Angione has been working with Internet Explorer componentry and has created a browser that "has functionality like Enigma's" tool.

Angione chafes at the sales model of tools such as DynaText and Enigma, which typically include licensing costs for distributed copies. Angione takes a scientist's view of publishing in today's economy, where "Creating the information is supposed to cost you money, but distributing it should be free." If the technology for XML style sheets advances quickly enough, Angione and others may well get their wish. It would create an interesting model for information development where the page orientation becomes decreasingly important, and designing for browser distribution increasingly so.

## NORTEL, SEMANTICS, & XML

The practical issues of translation, raised in the DHL example, have broad and interesting implications. While the DHL application is challenging, dealing with multiple outputs in many languages, the base of text is relatively discrete. Other applications must deal with more complex databases. For example, manufacturers of heavy equipment, including airframes and vehicles, face a daunting task maintaining a base of text suitable for translation to their global customers. The documentation sets are often large and complex, and the language highly technical and specific. Add to this the complexities of maintaining accurate documentation over the lifecycle of a manufactured product, and the result is a complex data set that makes translation a major undertaking.

Various technologies have been brought to bear on this issue beyond the language technologies of machine translation. These have included document management, improved authoring and production tools, and

*"The dominance of the browser for information display raises some interesting issues for Jeppesen..."*

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*"XML is used both in the structure and maintenance of the controlling vocabulary, as well as in the ongoing analysis, maintenance, and tagging of the manuals."*

approaches such as SGML and now XML to bring finer control to the underlying data. All these help to identify units of text at discrete levels so you can better manage the text for ongoing changes and ongoing maintenance of the translations.

But what of the text itself? The typical DTD embodies structure more than meaning. Once you're at the level of text (#PCDATA for you wonks), any text will do. That is, within a "TITLE" element of a manual, the SGML or XML editing tool will let you type anything, the data repository will let you store virtually anything, the rendering software will display or print anything, and so forth. Text editors and word processors typically offer spell checking and grammar checking, but there are more fundamental issues of vocabulary, grammar and meaning.

Enter the world of "simplified" or "controlled English." Various industries and governmental bodies have sought to improve the development of documentation through the use of controlled or limited vocabularies, as well as, typically, rules for using the vocabulary. One of the better known efforts is AECMA Simplified English, an English aviation vocabulary designed by the European Aircraft Manufacturers Association (AECMA) for writing aviation and aerospace manuals. Long championed by Airbus and other airframe manufacturers, AECMA Simplified English is now being used in the Boeing 777 and Airbus A340 documentation.

Smart Communications' MAXit tool is a word processing add-on that analyzes technical information written in Controlled English or Simplified English to ensure simplicity. MAXit marks the text with color-coded error messages, makes suggestions and offers synonyms. The key to the MAXit tool is XML. XML is used both in the structure and maintenance of the controlling vocabulary, as well as in the ongoing analysis, maintenance, and tagging of the manuals. On the dictionary side, XML is used to structure the core AECMA dictionary. As a team of writers at a given manufacturer begins working with the controlled vocabulary, the writers or a consultant from Smart can add to the core dictionary, using a moderately simple DTD to tag the new entries. On the processing side, with each pass of the software to analyze the text, MAXit automatically adds XML tagging to the underlying text, capturing core terminology and supporting the ongoing analysis of the text.

For President John Smart, XML is both a new technology and a new entrée to a broadening market for his company. He points to first and foremost the relative simplicity of XML compared to SGML as well as its ease of authoring, which is "right down the middle of the complexity curve." For Smart's clients, such as Nortel and Lucent, the challenge lies in "how to communicate with a growing global audience," and an XML database of controlled English is the starting point.

Nortel, for example, has made a significant commitment to controlled English in support of their localization efforts. Ed Deveau, Director of Customer Information Training and Services at Nortel, discussed their

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efforts at a recent Localization Industry Standards Association meeting. Localization is a key management issue for Nortel, as it faces a number of practical challenges. Notably, industry statistics show that 13% of outages and more than 40% of procedural errors are caused by problems in documentation, so high quality, technical accuracy, and accurate translations are essential. Moreover, the product development cycles are tightening, so documentation must also be developed and localized as quickly as possible. Citing one division's statistics, Deveau noted that more than 60% of revenues came from products developed in the past 12 months.

The system supports over 800 technical authors in five primary locations, working on documents that range from a few to over 30,000 pages long. In total, Nortel supports over 1200 titles in print and electronic form. Nortel is in the process of migrating from a primarily Interleaf environment to FrameMaker+SGML.

The cornerstones of Nortel's localization efforts include their own vocabulary, Nortel Standard English (NSE), documentation stored in SGML, and documentation processes and workflow supported by Smart's MAXit software and machine translation tools. Nortel's vocabulary database of 17,000 terms is constantly being evaluated and updated; to support the ongoing work, the vocabulary is stored in an Oracle database, and supplemented by tools developed by an internal staff.

Has the effort around controlled English been successful? Nortel's Deveau thinks so, pointing to an 80% accuracy rate resulting from the automatic translations themselves, before the documents are even handed over to human translators. Furthermore, the in-country translation teams are now linked to the central systems, and participate in ongoing updates to the central vocabulary. The system is now supporting print, web, and CD-ROM publishing of materials in six languages.

The project has also had its challenges. Deveau reports that the controlled English does "take some getting used to," and even though they were warned that the vocabulary development would be time consuming and expensive, it was even more so. Also, the process of integrating so many technical systems—authoring, databases, machine translation—proved to be daunting, though Deveau felt that the tools had improved in the last two years. Finally, the scale of the project was something that perhaps only a large organization could currently undertake. In the long run, Deveau sees a need for industry standard approaches to such problems, such as what we see today with efforts such as EDI and the AECMA initiative for the airline industry.

*"... the process of integrating so many technical systems—authoring, databases, machine translation—proved to be daunting..."*

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## WHAT CAN WE DRAW FROM THESE EXAMPLES?

The three applications suggest some interesting early trends in XML-based technical publishing applications:

- ▲ XML is up and running, and beginning to address practical problems at major organizations.
- ▲ Developers and implementers are showing confidence in the core XML standard, and being flexible in other areas (XSL vs. CSS, as well as the programming model side).
- ▲ Electronic distribution is the driving force. Paper distribution isn't even brought up in these environments, though Jeppesen among others still deals with the "paper orientation" of some user interfaces for electronic distribution.
- ▲ The browser environment exerts great influence. What the browser can and can not support yet, as well as issues of designing to the lowest common denominator browser (typically 4.0 and up).
- ▲ Implementers are chafing at the price of some commercial tools. Angione among others shared frustrations with both the cost of authoring environments as well as deployment options for electronic publications. This is forcing Jeppesen among others to look at custom development of tools based on, for example, Internet Explorer components.

At the very least, the projects bring the issue of technical information delivery into focus. The basic needs haven't changed, but today electronic delivery means delivery to the web; which we all know is an impatient and hungry consumer. Development cycles are shortening, while the demands of quality and accuracy perhaps increase. DHL customers want their packages on time; Nortel wants fewer outages; Jeppesen needs to get that plane back into service. And, because of the global nature of these businesses, the information needs to be available in many languages.

Companies that traditionally have had SGML to support their efforts now have XML, and a burgeoning set of tools and technologies. Execution is the key challenge. As Jeppesen's Angione points out, "Whoever gets the information first wins."

*-Bill Trippe and Sabine Ocker*



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# INDUSTRY NEWS

Additional news is available at  
<http://www.gilbane.com/>

## CASCADE SYSTEMS TO ACQUIRE MIDSYSTEM TECHNOLOGY LTD.

10/28/99

Cascade Systems Inc. announced its intention to acquire U.K.-based MidSystem Technology Limited. The agreement, which the companies expect to be completed by the end of November, calls for engineering and marketing staffs to be combined and MidSystem products to be integrated into the Cascade Media Publishing Solution and the Cascade Merchant Publishing Solution. MidSystem Technology Limited, founded in 1991 and located in Aylesbury, UK, is a software developer and systems integrator in workflow management and database solutions for publishing and multimedia applications. Cascade Systems Inc. provides e-merchandising and asset management solutions. Cascade enables merchants and media companies to maximize their customer relationships by bridging the worlds of print and electronic media.

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

## INSO TO SELL PDM DIVISION

10/28/99

Inso Corp. said its board had authorized the management of the electronic publishing company to pursue the sale of its product data management (PDM) division. The company said in a statement that the board also had approved a restructuring plan designed to reduce the PDM Division's operating costs, while retaining its technical assets and customer service and support infrastructure pending the sale of the division. The company said it had begun discussions with several potential acquirers regarding the possible purchase of the PDM Division and had identified interested parties. The restructuring plan is expected to result in a charge of \$5.4 million, of which about \$2 million is non-cash, in the third fiscal quarter ending Oct.31. The company also expects to take a charge in the third fiscal quarter for the write-

down of intangible assets and capitalized software costs attributable to the PDM division ranging from \$15 million to \$20 million.

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

## ALCHEMEDIA UNVEILS PRODUCT FOR SHARING DIGITAL IMAGES

10/28/99

Alchemedia, formerly known as cSafe, today announced the immediate availability of its new product, Clever Content Server. An evolution of the company's PixSafe product, the new server software offers a complete system for protecting and sharing digital images including photos, illustrations, designs and artwork. Rather than displaying valuable images in an unprotected way, Clever Content Server allows owners of intellectual property to define the parameters under which their material may be used. The result is far more than enhanced protection: Clever Content Server enables Content Commercialization. Now, organizations such as movie and TV studios, global Web publishers and stock photography agencies can safely and profitably promote the distribution and sale of their protected images and related merchandise across the Web. Requiring no change in the image production process, Clever Content Server allows the Webmaster to manage authorizations using Clever Content Manager, indicating which pages or images are to be protected and in what configuration. The free Clever Content Viewer supports both Windows and Macintosh browsers, and is implemented as an Active X Control for Microsoft Internet Explorer and a SmartUpdate Plug-in for Netscape Navigator. On the Web, the process follows a simple pattern:

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

## BITSTREAM LAUNCHES FONT FUSION

10/28/99

Bitstream Inc. announced it is shipping Font Fusion, the company's most advanced font rasterizing engine. Font Fusion provides developers with full font fidelity and high-quality typographic output at any resolution on any device, while maintaining the integrity of the original character shapes. In addition, Font Fusion performs well in memory-constrained environments. For example, a traditional Chinese font with over 13,000 characters

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occupies less than 0.5 MB. Font Fusion marks the convergence of Bitstream's TrueDoc and T2K rasterizers, available in an advanced, object-oriented architecture. It is designed for operating systems, software applications, Web applications, low-resolution screen devices, multimedia servers, high-definition television screens (HDTVs), set-top boxes, continuous tone printers, personal digital assistants (PDAs), and other embedded systems and Internet appliances. Font Fusion consists of the Core Font Engine, as well as the optional Font Manager and Cache Manager. The Font Manager supports multiple fonts and font fragments, while the Cache Manager enhances overall system performance by taking advantage of memory resources. Operating systems and applications supported by Font Fusion include Macintosh, Windows, Linux, UNIX, embedded operating systems, real time operating systems, cross-platform applications, and Web (HTML) applications. Font formats supported include TrueType, Type 1, CFF/Type 2, TrueDoc portable font resources (PFRs), T2K, Font Fusion stroke (FSS) format, and embedded bitmaps. [www.bitstream.com](http://www.bitstream.com)

## SEQUOIA SOFTWARE & WAVO PARTNER

10/27/99

Sequoia Software Corporation and Wavo Corporation announced that Sequoia has become one of the first to join Wavo's Business Partner program. Sequoia will immediately make Wavo's NewsPak, an XML-formatted real-time news feed available to customers deploying Interactive Enterprise Portals based on its XML Portal Server. NewsPak is the industry's leading solution for delivering real-time content to Web servers worldwide. With NewsPak any Sequoia XML Portal Server user can access error-free, real-time content streams from a catalog of over 400 media sources including CNBC, Ziff-Davis, USA Today, Comtex, Knight Ridder and UPI. The NewsPak feeds are automatically tagged in industry-standard XML formats, which allows them to be searched, customized and managed by the Sequoia XML Portal Server as though they were any other XML data source. Sequoia XML Portal Server uses XML to bridge structured and unstructured data from disparate sources, and provides a personalized Web interface from which users can quickly and

easily search for, retrieve and act on information. Sequoia XML Portal Server allows users to conduct accurate context-sensitive searches. Additionally, Sequoia XML Portal Server further shortcuts information retrieval by providing users with customized content summaries called Aggregate XML Objects (AXOs). AXOs are assembled by aggregating multiple, unique XML data elements into a new object that represents a user's specific information requirements. [www.wavo.com](http://www.wavo.com), [www.sequoiasoftware.com](http://www.sequoiasoftware.com)

## VERITY ADDS SUPPORT FOR LINUX

10/27/99

Verity, Inc. announced support for the Red Hat Linux platform. The Verity K2 Toolkit v2.1.1 and HTML Export v2.5.2 for the Linux Operating System Platform enable eBusinesses supporting this platform to take advantage of Verity's advanced text retrieval precision, scalability and application integration features. Verity K2 Toolkit and Verity HTML Export are now available for the Red Hat Linux, Microsoft NT, IBM AIX, HP/UX, Digital Unix, and Sun Solaris operating systems and use hardware vendors' latest SMP architectures. Customers can run the Verity K2 applications using any combination of servers running one or more of these operating systems. Verity also offers a full range of consulting services for Verity K2 projects. Pricing is based on specific application requirements. [www.verity.com](http://www.verity.com)

## ACTIVE SOFTWARE ANNOUNCES XML ADAPTER

10/27/99

Active Software, Inc. announced a new XML Adapter, enabling customers to quickly and easily integrate XML-based applications with a wide variety of enterprise applications. Today's announcement represents the first stage of the company's multi-phase business-to-business (B2B) strategy, named "Project Broadband," which will be unveiled over the next two quarters. Upon completion of Project Broadband's final phase, Active Software will provide a comprehensive solution for dynamically integrating applications within and across the extended enterprise, addressing all aspects of creating and managing Internet-based trading partner communities. Active

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Software's XML Adapter is one in a family of over 50 Dynamic Adapters that integrate diverse information resources, including packaged and custom applications, databases, mainframes and middleware, through the ActiveWorks Integration System. The XML Adapter provides a user-configurable pathway between the ActiveWorks Integration System and XML-based applications. This enables business analysts to build and implement eBusiness links between enterprise applications, or to extend these links to their customers, partners, and suppliers. The ActiveWorks XML Adapter will be commercially available in November of 1999 and can be licensed directly from Active Software or through select system integrators and value added resellers. [www.activesw.com](http://www.activesw.com)

## **SRI & SUN COLLABORATE ON XML-BASED EDUCATIONAL SOFTWARE TOOLKIT**

10/27/99

SRI International announced that it worked with Sun Microsystems, Inc. to produce a suite of free software tools for developing standards-based educational content. Announced by Sun, these tools generate documents in XML and utilize the Instructional Management System (IMS) specification for creating and integrating content, platforms, and tools for educational settings. Working closely with SRI International's Center for Technology in Learning (CTL), Sun created the toolkit using Java technology for free distribution to IMS members and the educational community. IMS is a standards body consisting of universities; platform vendors, such as Sun; and instructional software tool companies. For more information about this developers' toolkit or to obtain the free code, please visit <http://imsproject.org/>, <http://www.sri.com>

## **CONSTRUCTW@RE TO ADD XML SUPPORT**

10/27/99

Constructw@re, is an ASP delivering enterprise-wide project management solutions for the construction industry. As more companies access wide area networks to deploy more personal computers and wireless devices than

ever before, Constructw@re is evolving with powerful technology, including XML, to provide online applications that simplify how business gets done. Constructw@re is currently used to manage more than 1100 projects across the nation by companies such as Brasfield & Gorrie, Heery International, J.A. Jones, Inc. and Pepper Construction. The list of million-dollar construction projects includes the Freddie Mac in Virginia; Fort Collins Military Base in Colorado; and a Las Vegas condo development. This November, Constructw@re plans to release a major upgrade to the company's core Internet-based product using XML-enabled technology. [www.constructware.com](http://www.constructware.com)

## **RECEIPT.COM LAUNCHES DIGITAL RECEIPT SOLUTION FOR B2B**

10/26/99

Receipt.com (formerly Differential Inc.) has launched a Digital Receipts for e-commerce transactions and messages. The XML-based solution issues highly secure electronic notarized receipts that give companies irrevocable proof that an online transaction has occurred. Based on emerging XML standards, Receipt.com builds the infrastructure that helps businesses replace costly legal paper processes, limiting private networks, and inflexible EDI systems. Digital Receipt issues tamper-proof, electronically notarized receipts. Digital Receipt provides legal substantiation for dispute resolution and regulatory compliance. Combined with Receipt.com's existing FileDrive and Extranet Creator product lines, Digital Receipt offers a complete solution for secure transactions and document delivery-proving beyond doubt that a digital transaction has transpired. [www.receipt.com](http://www.receipt.com)

## **QMSOFT ANNOUNCES CENTRUS CIO-XML**

10/26/99

Qualitative Marketing Software Inc. announced the imminent availability of Centrus CIO-XML. This new version of Web-enabled data quality and data enhancement technology from QMSOFT lets small to large companies integrate the Centrus brand into their E-Commerce, Call Center and CRM applications in order to get to know their customers better. Centrus CIO, an

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extensive real-time address data quality, enhancement, record matching, spatial analysis and demographic data solution for intelligently managing call center, e-commerce and point-of-sale customer interactions, is expected to be ready to ship early 1Q 2000. With the use of CIO-XML, IT professionals and database marketing managers can easily integrate multiple data sources. QMSoft hosts data sources such as household and business data files, Claritas Demographics, GDT DynaMap 2000 streets, flood maps, tax maps, and more. Additionally, CIO-XML potentially helps reduce long-term maintenance and operating costs, virtually eliminating the need for multiple and duplicative hardware and software. CIO-XML also offers a platform independent interface, allowing for it to be implemented and used in a variety of computer systems, including the remote user's palm-top organizer. CIO-XML servers will be available on NT. Any platform that can talk HTML can use the service. QMSoft will also supply client components that handle the XML and the communications in Java, ActiveX/COM, as well as C/C++ for NT, Solaris, HP/UX, IBM AIX and Compaq Tru64.  
[www.qmssoft.com](http://www.qmssoft.com)

## **PRICEWATERHOUSECOOPERS & EXTRICITY SOFTWARE FORM ALLIANCE**

10/26/99

Extricity Software, Inc and PricewaterhouseCoopers have formed a strategic alliance to provide a comprehensive and packaged software and services solution dedicated to supporting and deploying RosettaNet electronic business standards. Extricity Software recently announced the availability of a complete software solution named the Extricity AllianceInteract for RosettaNet. As an integrator of Extricity's AllianceInteract for RosettaNet business-to-business software, PricewaterhouseCoopers will help high tech companies implement the RosettaNet e-business standards. PricewaterhouseCoopers and Extricity will form a dedicated team of resources focused on helping companies define and deploy RosettaNet solutions and align them with their mainstream business processes.  
[www.pwcglobal.com](http://www.pwcglobal.com), [www.extricity.com](http://www.extricity.com)

## **ARTESIA TECHNOLOGIES NAMES SEBASTIAN HOLST VP OF MARKETING**

10/26/99

Artesia Technologies, Inc. announced the appointment of Sebastian Holst to the position of Vice President of Marketing. In the newly created position, Holst will spearhead the company's efforts to introduce its te@ms 3.0 Digital Asset Management solution to broader audiences within the Global 2000, Publishing and Entertainment markets. In his new position, Holst will provide overall strategic direction for all of Artesia Technologies' marketing initiatives, including product marketing, channel marketing, corporate communications, strategic alliances and advertising. Holst joins Artesia from the Inso Corporation, where he served most recently as their Vice President of Strategic Marketing. In this capacity, Holst provided marketing direction for the company's Electronic Publishing Solutions division and was involved in the development of INSO's new eBusiness Technologies division. Prior to joining Inso, Holst was the U.S. president for Texcel, a content management company recently acquired by Interleaf. [www.artesiatech.com](http://www.artesiatech.com)

## **BLUESTONE ANNOUNCES ALLIANCES**

10/26/99

Bluestone Software, Inc., announced strategic alliances with Grant Thornton LLP, modis Inc., and Technology Solutions Company to establish Total-e-Business Services consulting and implementation practices. Each organization has committed to creating an e-business practice based on Total-e-Business, Bluestone's e-business solution that meets the exacting demands of the people responsible for e-business operations, sales, marketing, and finance. By aligning with Bluestone, the Total-e-Business Services providers will be trained and certified on the comprehensive integrated e-business platform that combines components for content management, personalization, integration, and e-commerce with Bluestone's Sapphire/Web Application Server infrastructure and Bluestone XML Suite integration server - based upon JavaServer Pages (JSP) and XML standards. [www.bluestone.com](http://www.bluestone.com)

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## **EPRISE ANNOUNCES PARTICIPANT SERVER 2.5**

10/25/99

Eprise Corporation announced the company's next offering a robust open architecture for dynamic content management. Participant Server 2.5 is a platform that enables business professionals to create, update, and target Web-based communications via the Internet, intranets, or extranets. Operating as a Web server plug-in, Participant Server 2.5 features comprehensive, event-driven services for controlling content contribution, management, and distribution that are all accessible from easy-to-use forms in a Web browser. No specialized server scripting language is required. In addition, Participant Server offers integration agents for Microsoft Active Server Pages, Allaire ColdFusion, and Java technologies that allow developers to take advantage of these same services from their native environment. Eprise Participant Server 2.5 is available this month supporting Windows NT 4.0, Internet Information Server, and SQL Server 6.5 or SQL Server 7. Support for Sun Solaris using Netscape Enterprise Server and Oracle will be added within the next 45 days. Base pricing remains at \$50,000 per Web server. [www.eprise.com](http://www.eprise.com).

## **SYSTEM 1 SOFTWARE TO PUBLISH BIZTALK SCHEMA FOR COMMERCIAL EQUIPMENT FINANCE INDUSTRY**

10/25/99

System 1 Software, Inc announced that it has designed and published a schema for the equipment finance industry based on the Microsoft BizTalk Framework. The company developed an XML schema for electronic financing credit applications that facilitates the exchange of information over the Internet. Applications for credit based on this schema can be submitted by an equipment finance professional (broker), a vendor or borrower to request funding for equipment financing from a bank or finance company lender or lessor, or broker, regardless of differing operating systems or databases. System 1 Software's schema for the financing credit application is available online in the BizTalk Framework schema library, which is accessible at [www.biztalk.org](http://www.biztalk.org) [www.system1.com](http://www.system1.com)

## **DOCUMENTUM INTRODUCES iTEAM**

10/25/99

Documentum, Inc. introduced its project portal to manage team knowledge. Documentum iTeam provides an integrated, easy-to-use project space for driving distributed, cross-functional team collaboration on the Web. iTeam enables significant increases in team productivity, faster project execution and shorter time-to-revenue. Documentum designed iTeam with the intention of making it easy for knowledge workers to install and kick-off projects, assemble teams and start producing. iTeam is built upon Documentum 4i, the first content management platform designed to dynamically manage all facets of content creation and delivery for both corporate and eBusiness portals. iTeam is shipping now and is available on both Documentum 4i and EDMS 98 on Windows NT or UNIX platforms. [www.documentum.com](http://www.documentum.com)

## **SOLBRIGHT INC. ANNOUNCES XML INFRASTRUCTURE FOR INTERNET ADVERTISING**

10/25/99

Solbright, Inc. announced a complete XML-based infrastructure architecture for the exchange and management of data associated with all aspects of Internet advertising. Through the power of XML the costs and delays associated with routing and processing insertion orders, creative assets, invoices, and reports between web site publishers, advertisers, and agencies can be minimized by establishing the standard by which information can be exchanged across disparate business systems. [www.solbright.com](http://www.solbright.com).

## **PERSISTENCE CALLS FOR END TO E-HYPE**

10/25/99

Persistence Software today announced "E-Nough," a campaign aimed against the desecration of the English language and proliferation of artificial words starting with "e-." In an effort to curb the rampant and annoying spread of "e-" words, Persistence has furthered the cause by establishing "The Society for the

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Preservation of the Other 25 Letters of the Alphabet." The first 500 people to submit particularly offensive examples of "e-" words on the Persistence website

([www.persistence.com/e-nough](http://www.persistence.com/e-nough)) will receive a free "E-Nough" T-shirt. In addition to compiling a list of the most flagrant "e-" violations, the web site also pays homage to the unjustly neglected French author, Georges Perec, who wrote an entire book without using the letter "e."

"Nobody wants to live in a society where all the words start with the same letter," said Chris Keene, CEO of Persistence Software. "More vendor effort seems to be going into promoting new e-words than in helping companies deliver real electronic commerce solutions. We felt it was time that somebody took a stand and stood up for the other 25 letters of the alphabet." The generation of Internet users now conducting business, social and personal transactions online does not need a generic moniker to collectively identify itself," Keene continued. "Nor does it need a set of artificial marketing buzzwords beginning with 'e-' to define its actions. What are needed are products and services that facilitate and improve online transactions. The 'E-Nough' campaign is meant as a direct challenge to the companies involved in electronic commerce to stop substituting catchy phrases for real customer successes." Georges Perec's French novel, *La Disparition*, is written entirely without the letter "e." Its plot is full of wordplay, such as a character that cannot remember his name because it contains an "e." Though it may be hard to believe considering the restriction under which it is written, the novel is quite engrossing. Apparently many reviewers were not even aware that a special constraint was used in writing it. After writing the novel, Perec faced a protest from the "a", "i", "o" and "u" keys on his keyboard that they did all the work and "e" was leading an easy life. So Perec had no choice but to write a short work called *Les Revenentes*, where "e" is the only vowel used. [www.persistence.com](http://www.persistence.com).

## **XYENTERPRISE NAMES PASEWARK VP OF SALES & MARKETING**

10/25/99

Xyvision Enterprise Solutions Inc. has appointed Richard A. Pasewark Vice President of Sales and Marketing. Pasewark had been the company's Director of New Business Development,

responsible for developing sales and service relationships with third party resellers and integration partners including CTA, IBM, Telcordia and others. Recently, he has been instrumental in driving new product specifications and marketing programs. Prior to joining XyEnterprise, Pasewark held technical, marketing and sales positions with Adobe Systems, Frame Technology, and Datalogics. With the promotion, Pasewark will be responsible for the sales and marketing of XyEnterprise's content management and electronic publishing technology. He will also direct the product definition and marketing communication efforts of XyEnterprise as it expands its e-enabled application solutions to new markets. [www.xyenterprise.com](http://www.xyenterprise.com)

## **INFORMATION ARCHITECTS & ILLUSIONFUSION! FORM ALLIANCE**

10/21/99

Information Architects and IllusionFusion! announced a strategic alliance to help companies build effective businesses on the Internet. The strategic alliance will combine Information Architect's patented Java-based Metaphoria content aggregation and syndication capabilities with IllusionFusion!'s digital studios - graphics, animation, Internet, live production and sound - to develop products and programs for clients that combine sophisticated content aggregation and personalization with rich new media. iA's flagship offering, the Metaphoria Virtual Web Server, is JAVA based Internet technology that provides powerful aggregation and syndication of any digital information from anywhere it resides, including from multiple sources. The Metaphoria Virtual Web Server enables data residing in mainframes, client server systems, web servers, Internets and Extranets to be combined and viewed from any internet accessible device such as a PC, PDA, WebTV, Palm VII or WinCE device. The core components of the Metaphoria Virtual Web Server provides content management, syndication, publishing, e-commerce, and bi-directional Legacy and Client Server systems integration via the Web. Resource Description Framework (RDF) standard is at the core of iA's Metaphoria Syndication Server. RDF provides a robust, flexible, and efficient platform for content syndication. [www.illusionfusion.com](http://www.illusionfusion.com)

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## EXCELERGY RELEASES XML STANDARDS FOR ENERGY INDUSTRY

10/21/99

Excelergy Corporation announced the release of an XML standard business library for use by participants in energy choice. Excelergy is promoting "open" communications among customers, energy service providers and distribution companies in the competitive energy environment. Excelergy defined partner interface processes (PIP) for the relevant transactions (e.g. enrollment, usage, and payment) for the deregulated energy space. The XML library contains vocabularies and DTDs to enable interoperable data transactions among energy participants including suppliers and utilities. The paper "XML for Retail Energy Transactions: A White Paper," highlighting the trading partner XML standard developed by Excelergy, is now available on Excelergy's web site. For information on XML standard business library, a listing of the XML vocabularies, and to order a copy of the White Paper free of charge, visit [www.excelergy.com](http://www.excelergy.com)

## ENIGMA TO ACQUIRE INSO'S DYNAWEB/TEXT PRODUCT SUITE

10/20/99

Enigma, Inc., announced that it has entered into a definitive agreement to purchase Inso Corporation's DynaWeb/Text and Synex product lines. Under the terms of the agreement, the technical publishing component of Inso's Product Data Management division will be purchased for approximately \$15.5 million in cash and assumption of liabilities. The transaction will be a stock purchase between Enigma Inc. and its affiliate Enigma Information Systems Ltd. of the all the outstanding stock of Inso's subsidiaries, Inso Providence Corporation and ViewPort Development AB of Stockholm. [www.inso.com](http://www.inso.com), [www.enigma.com](http://www.enigma.com)

*This consolidates a big chunk of the high-end of the technical publishing market. This market segment is demanding and benefits from strong suppliers.*

## XML GLOBAL CREATES FORUM FOR XSLT

10/20/99

XML Global announced the launch of a new portal site for XSLT ([www.XSLT.com](http://www.XSLT.com)), providing Web developers and programmers with information on XSLT (extensible stylesheet language transformations). XSLT is a language for performing XML transformations. Through [XSLT.com](http://XSLT.com), XML Global intends to foster a community of XSLT users, enabling them to join e-mail groups and open forums and find the latest XSLT tools. The Web site provides individuals and companies information about the developments in XSLT and access to recent news on products and standards. [XSLT.com](http://XSLT.com) links to related XSLT sites to highlight the contributions of others, instead of duplicating them. The site also allows developers and programmers to research upcoming conferences and available educational materials. [www.goxml.com](http://www.goxml.com)

## SUN ANNOUNCES ACQUISITIONS

10/20/99

Sun Microsystems, Inc. announced two strategic acquisitions. The acquisitions of Forte Software, Inc. and NetBeans, Inc. allows Sun to offer a full array of integrated development tools for individuals, small businesses and large enterprises. The acquisitions of Forte, based in Oakland, Calif., and NetBeans, headquartered in The Czech Republic, complete Sun's integrated development environment (IDE) strategy. Forte provides tools for developing, integrating and deploying scalable, enterprise-class distributed applications. Forte's products include: SynerJ, the Java technology-based IDE, Forte Fusion, the XML-based Enterprise Application Integration (EAI) environment, and Forte Application Environment, a market leading enterprise 4GL tool. NetBeans, a Java technology IDE supplier for Linux, is best known for its cross-platform NetBeans Developer Java technology IDE. The company has had more than 100,000 downloads of its NetBeans Developer product, which visually extends the Java Development Kit (JDK) and includes integrated visual design, editing, compilation, and debugging tools. NetBeans software is based on an open API, which provides an extensible platform for development of third party, customizable,

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modular tools for the Java platform. The current tools suite supports the Java 2 platform including JavaServer Pages, Servlet, XML, CORBA, RMI and JDBC technologies platform. A free version of NetBeans Developer IDE for the Solaris Operating Environment, Linux, Windows 98 and Windows NT are available for immediate download from [www.netbeans.com/product\\_dl.html](http://www.netbeans.com/product_dl.html), [www.sun.com](http://www.sun.com)

## POET & STAFFWARE PARTNER

10/19/99

POET Software announced the integration of Staffware 2000 workflow with POET Content Management Suite (CMS). The integration of the two products will provide corporate and commercial publishers with higher quality content and significant cost savings through workflow-enabled XML/SGML content management solutions. POET CMS and Staffware 2000 workflow can be quickly deployed throughout the organization. The combination of POET CMS and Staffware 2000 workflow streamlines the processes that are crucial to team-based XML content publishing. While POET CMS provides large teams with concurrent management of XML content, Staffware 2000 workflow automates the tasks that connect the creation, review, translation, and production of XML content. As a result, the content publishing process is faster and more efficient, producing higher-quality content. [www.staffware.com](http://www.staffware.com), [www.poet.com](http://www.poet.com)

## ONDISPLAY ANNOUNCES CENTERSTAGE 4

10/19/99

OnDisplay, Inc. announced CenterStage 4, a business-to-business integration software solution to address the full range of online marketplace interactions. CenterStage 4 addresses the needs of multiple trading partners that must exchange dynamic content and transactions in multiple formats simultaneously. Designed specifically to power secure transactions among thousands of trading partners, CenterStage 4 delivers complete back-office to back-office exchange capabilities through any XML standard or other business document format. Priced beginning at \$75,000 per application, the CenterStage 4 application

suite will be available in Q4 1999. The product will be sold directly and through OnDisplay resellers worldwide. [www.ondisplay.com](http://www.ondisplay.com)

## EXTRICITY SOLUTION DEDICATED TO ROSETTANET STANDARDS

10/19/99

Extricity Software, Inc., announced the availability of a new e-business software solution based on the electronic business standards developed by RosettaNet. Extricity AllianceInteract for RosettaNet provides support for the RosettaNet Implementation Framework, as well as pre-configured, graphical models of RosettaNet Partner Interface Processes (PIPs). It also provides end-to-end process visibility, full PIP auditing and analysis capabilities, support for a wide variety of firewall configurations and security policies, and the ability to integrate with enterprise applications and middleware systems. Extricity AllianceInteract for RosettaNet is available immediately. [www.extricity.com](http://www.extricity.com)

## THE E-CONTENT COMPANY ANNOUNCES X-WAP & PARTNERSHIPS

10/18/99

The e-content company, a division of Interleaf, Inc. announced X-WAP (XML Wireless Application Product), a new BladeRunner application that will allow enterprises to distribute information to any wireless device, extending enterprise e-business. Through the power of eXtensible Stylesheet Language (XSL), enterprises can now extend the reach of their intranets by transforming WML, HTML, and XML business content for presentation to wireless devices such as cellular telephones, personal digital assistants, pagers and e-books. The e-content company is debuting with demonstrations of content being served live to a variety of mobile and wireless devices including the One Touch Pocket cellular phone from Alcatel; the Palm VII PDA from Palm Computing, Inc., a 3Com Company; the Nokia 9000il Communicator and the 7110 cellular phone; the StarTac cellular phone and PageWriter 2000X digital pager both from Motorola; and the Softbook electronic book from Softbook Press. To date, wireless access to



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the Web has required some type of gateway filtering technology or specialized site; neither of these flexibly adapt to numerous devices each with unique capabilities such as screen size. With X-WAP, content in XML, or structured HTML, can be efficiently transformed into output, exploiting the unique features of each device. In addition, with X-WAP's XSL creation tools, content providers have control over how their content is rendered on all these devices. As part of this release, the e-content company is announcing collaborations with leading wireless communications companies to jointly develop solutions for delivering dynamic customized content on wireless devices. To date, participants include Alcatel, Motorola, Nokia, and Softbook Press, and will be expanded to include leading content providers, aggregators, Web portals, and telecommunications carriers who are all part of the X-WAP value chain. X-WAP will be available this quarter to participants of the Early Adopter Program as a Technology Preview. [www.xmlcontent.com](http://www.xmlcontent.com)

*This was a smart move. Wireless clients are going to arrive faster than most people think.*

## **MEDIASURFACE & SDL INTERNATIONAL ANNOUNCE PARTNERSHIP**

10/19/99

Mediasurface Inc. announced an alliance with SDL International. The partnership will enable localization of Web content to the desktops of corporate users throughout the world. Based on the content management application offering from Mediasurface Inc., business users will be able to submit content for localization into the languages of their choice through a Web browser-based interface to the skilled resources, version control and translation memory technologies of SDL International. Mediasurface 2.0 will be used as the application through which users will submit content for translation, which is then returned through email or via web browsers.

[www.mediasurface.com](http://www.mediasurface.com),  
[www.webflow.sdlintl.com](http://www.webflow.sdlintl.com)

## **HUMMINGBIRD LAUNCHES LINUX VERSION OF FULCRUM SEARCHSERVER**

10/19/99

Hummingbird Communications Ltd. launched the newest version of its information retrieval software. Hummingbird's SearchServer 4.0 supports Linux, in addition to Windows and UNIX environments, providing users with text indexing and search capabilities on the platform of their choice. Key features of SearchServer 4.0 include: Browser-based administration, Enhanced Proximity Searching, Extended search term highlighting, Linguistic feedback, and URL text reader [www.hummingbird.com](http://www.hummingbird.com)

## **EBUSINESS TECHNOLOGIES & VISIONARY MEDIA ANNOUNCE RELATIONSHIP**

10/18/99

eBusiness Technologies and Visionary Media, Inc. announced a technology relationship. The two companies are working together to integrate Visionary Media's VIEWS technologies with eBusiness Technologies' MediaBank digital asset management solution to deliver a complete workflow management system. VIEWManager enhances MediaBank's workflow management capabilities, streamlining print production time for clients, such as corporate marketing departments and commercial publishers. VIEWPage adds automated page-building tools tailored to developing product advertisements. [www.ebt.com](http://www.ebt.com), [www.visionary-media.com](http://www.visionary-media.com)

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## NETFISH DEBUTS WITH E-COMMERCE BUSINESS INTEGRATION SOLUTION

10/18/99

Netfish Technologies, Inc. made its debut with a B2B e-commerce solution that enables companies to streamline and automate their manufacturing, procurement and distribution processes with other organizations. In order to encourage rapid adoption by large value-chains, Netfish is giving away free Netfish XDI client software, allowing a single manufacturer to tie together all their trading partners without forcing additional costs on them. Based on XML and written in Java, the Netfish XDI system integrates with existing ERP systems, making it easy to automate and manage the workflows for complex transactions between trading partners with different applications, formats and systems. The Netfish XDI System requires no programming to integrate with ERP systems from vendors, and provides powerful graphical tools for creating custom workflow processes that reflect an organization's operating practices as well as collaborating with those of its trading partners. For customers migrating from EDI-oriented technology, the Netfish XDI solution initially allows standard ANSI X.12 EDI documents to be converted into the Netfish XML format for exchange with other XML-compliant products. Mapping between existing X.12 standard documents and the Netfish system is automatic and can be done without programmer expertise or impacting existing systems. The Netfish XDI Suite includes full document catalogs of XML templates for the entire ANSI X.12 3020 and 4010 EDI standards. The XDI Server is priced at \$95,000 for a single copy. The XDI Client is freely distributed by Netfish and its licensees. Pricing for the XDI Developer Suite varies depending on the ERP adapter required from \$10,000 to \$30,000. Volume discounts and enterprise-wide licenses are available as well. [www.netfish.com](http://www.netfish.com)

## IXOS-ARCHIVE 4.0 ADDS HOST OF NEW FEATURES

10/18/99

IXOS Software AG showed the major new developments in Release 4.0. The enhanced IXOS-DocuLink component allows holistic views of business processes in offline mode. The offline functionality allows access to business documents anytime, from anyplace. Notes users can now be integrated, allowing them to maintain a comprehensive overview of enterprise-wide business documents within familiar application environments. Version 4.0 also incorporates Java and XML technology. Release 4.0 takes advantage of the enhanced DocuLink 2.0 component that facilitates the end-to-end management of business documents from all kinds of sources within an SAP R/3 infrastructure. 4.0 uses XML to assign attributes to business documents which represent information, including metadata, in a system-independent form. Business documents can now also be accessed via XML-capable Web browsers. The ExchangeLink and NotesLink modules in IXOS-ARCHIVE 4.0 allow interactive and automatic archiving of Exchange and Lotus Notes documents. IXOS-ARCHIVE enables archiving of all documents with digital signatures, supports the current version 2.0 of ODMA, and adds a fax gateway. German and English versions of IXOS-ARCHIVE 4.0 are expected to be ready for shipment by the end of December. The availability of other international language versions is intended for the first quarter of calendar year 2000. [www.ixos.com/en/press](http://www.ixos.com/en/press)

## OPEN TEXT INTRODUCES WEB SOLUTION FOR RECORDS MANAGEMENT

10/18/99

Open Text Corporation introduced the next generation of its Web-based records management solution, RIMS product suite, enhanced by Open Text's recent acquisition of PSSoftware. The Web client, iRIMS, facilitates the filing and retrieval of corporate records at an enterprise level, delivering its records management functionality to users via a Web browser. iRIMS productivity features, including automated email record filing and drag-and-

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drop capabilities, streamline the workflow lifecycle. Using the Web as the delivery platform helps record managers improve their quality of service and reduce implementation, deployment and maintenance costs. The introduction of iRIMS gives records managers and knowledge users access to all corporate record repositories through the Web client, and provides them with the ability to manage records across multiple repositories from any Web browser. [www.opentext.com](http://www.opentext.com)

## **FORMARK INTEGRATES INTERNETFORMS WITH LIVELINK**

10/18/99

Formark Ltd. and UWI.Com, announced a strategic partnership. Formark has integrated UWI.Com's InternetForms Commerce System with Open Text's Livelink Intranet to create LiveForms, an XML application that enables Livelink users to automate business processes and undertake e-commerce on Livelink supported intranets and extranets. Formark's LiveForms brings secure, legally-binding InternetForms to Livelink users, and provides a range of features. Formark LiveForms support: role-based workflow distribution; multiple electronic signatures; easy to use designer and database connectivity; ability to work offline; and legally-binding records. UWI.Com's InternetForms Commerce System is a suite of products based on XFDL (Extensible Forms Description Language), an XML protocol for legally-binding transactions on the Internet. Formark LiveForms targets business process automation where sophisticated XML e-commerce forms with built-in calculations, data validation, and user confirmation and external database connections are required. [www.formark.com](http://www.formark.com), [www.uwi.com](http://www.uwi.com)

## **RUNNING START ANNOUNCES WEB CONTENT MANAGEMENT SOLUTION**

10/18/99

Running Start Inc. announced the release of ArticleBASE, an integrated content management, workflow, and dynamic publishing system designed for medium-sized to enterprise-class companies to centrally manage distributed digital content such as text, graphics, video, and audio files and publish it to

the Web. Developed under the Apple WebObjects 4 platform for optimum scalability and platform independence, ArticleBASE can run on Windows NT, Sun Solaris, and Mac OS X Server operating systems and supports industry-standard databases including Oracle, Sybase, MS SQL, and Informix. Running Start's technologies include ArticleBASE, a digital content management, workflow processing, and dynamic publishing system; and RSCommerce, an e-commerce solution. [www.running-start.com](http://www.running-start.com)

## **PALADYNE UNVEILS DATAGRATION**

10/18/99

Paladyne Corporation unveiled its Datagrations e-Business Suite software. Datagrations integrates new techniques for data discovery, data quality and job management into a Web enabled solution. Among the new integrated functions is the Metadata Distributed e-Enterprise Architecture (DNA) Manager. This metadata repository stores both technical (structured) and business (unstructured) data. Users no longer need to write and rewrite code to run replicable jobs. The business logic in Datagrations is available to others within the company. Datagrations's extraction, transformation and load functions are integrated through the Metadata Distributed e-Enterprise Architecture Manager, Data Discovery Manager, Data Quality Manager and Process Manager. Data Discovery Manager. [www.paladyne.com](http://www.paladyne.com)

## **PERSISTENCE & WEBMETHODS PARTNER ON EJB-XML E- COMMERCE SOLUTION**

10/18/99

Persistence Software announced a partnership and product licensing agreement with webMethods, Inc. to deliver a transaction processing hub for business-to-business e-commerce. Combining the productivity of an EJB application server with the flexibility of an XML-based business-to-business integration server gives customers the ability to integrate business systems across enterprise boundaries. The combination of Persistence PowerTier and webMethods B2B enables developers to create dynamic real-time supply and demand chains

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that leverage the Internet to integrate the business systems of diverse suppliers, customers and partners worldwide. The integration of the two products enables ubiquitous, real-time e-commerce services. Customers get the high-performance processing power and forward caching of data provided by PowerTier, along with the broad support for emerging XML-based B2B protocols, data mapping and transformation, rich security, and reliability provided by webMethods B2B. PowerTier customers can now leverage interoperability with e-commerce standards including XML, RosettaNet, FpML, cXML, OBI, OAG, ACORD, Microsoft BizTalk and legacy EDI. [www.webMethods.com](http://www.webMethods.com), [www.persistence.com](http://www.persistence.com)

## ENIGMA TO INTEGRATE INSIGHT WITH LIVELINK

10/18/99

Enigma, Inc. announced the release of INSIGHT for Livelink, an e-publishing suite. This new suite will enable users to automatically assemble and deliver document collections as e-publications directly from Livelink. INSIGHT for Livelink creates unified e-publications from a wide variety of source document formats managed in a Livelink repository, including MS Word/RTF, Adobe FrameMaker, PDF, as well as virtually any graphics file format. Structured documents such as those tagged with XML, HTML or SGML may also be incorporated into an e-publication. The e-publishing process maps document paragraph tags and Livelink Attributes (author, date, and so forth) to search topics that help the e-publication consumers to quickly find the information they need from a simple menu-driven search dialog. The e-publishing process also automatically creates hyperlinks, a dynamic table of contents, and a custom look and feel for the entire collection. Once created, INSIGHT e-publications can be delivered and accessed as a vertical portal within a portal on the Livelink platform. INSIGHT also provides alternative offline distribution methods, such as CD-ROM or extranets. [www.enigma.com](http://www.enigma.com), [www.opentext.com](http://www.opentext.com)

## ATEX MEDIA SOLUTIONS & ENGAGE ANNOUNCE RESELLER AGREEMENT

10/18/99

Atex Media Solutions announced that Atex has become a VAR for Engage Technologies, Inc. Atex Media Solutions will market and distribute Engage's ProfileServer, AdManager, and DecisionSupportServer to their customers who seek profile driven solutions that allow them to reinforce their brand, leverage their content, expand their market position, and increase their advertising revenue. [www.atex.com](http://www.atex.com), [www.engage.com](http://www.engage.com)

## FATBRAIN.COM DEBUTS eMATTER

10/18/99

Fatbrain.com debuted its eMatter content for sale at [www.fatbrain.com](http://www.fatbrain.com). eMatter is a secure digital publishing solution that allows authors and publishers to publish and sell their works online, earning royalties of at least 50 percent on every copy sold. The eMatter program provides a new global distribution channel for works of all kinds, including books, magazines and articles. In addition, eMatter is ideal for specialty documents, which may include articles that are longer than a magazine but shorter than a book and out-of-print materials. To publish an eMatter document, the author simply uploads the document to Fatbrain.com as an PDF file, Microsoft Word document, Postscript file or text file, sets a price, provides summary information, and then places the work into one of the thousands of subject categories available through Fatbrain.com. The published eMatter document is posted for sale, where it may be found via normal search mechanisms and then purchased for download in electronic format. The author then receives a royalty check and a detailed sales report from Fatbrain.com based on the number of people who have purchased the work. To secure eMatter documents, Fatbrain.com has developed new patent-pending secure digital rights technologies to protect the ownership rights of the document, which is delivered in Windows versions of PDF. eMatter documents are expected to be available in Macintosh and UNIX versions in early 2000. Downloaded eMatter files have a persistent security wrapper that ensures that content is protected even if it is redistributed; only users who have purchased the eMatter file

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will be able to read it. If a copy of the eMatter file is opened on a different computer, the new reader is offered the option to purchase the work. [www.fatbrain.com](http://www.fatbrain.com)

*Electronic content is definitely getting more respect these days. Fatbrain's publishing model is certainly something we will see more of. It is almost too easy to publish — we published all this year's Gilbane Reports on Fatbrain in about an hour, and they were available in less than 24 hours (and this was on a weekend!). The only downside to this model as it proliferates is that there will be even more bad information published along with the good.*

## **ICOPYRIGHT ALLIES WITH RAPID REPRINT & REPRINT SERVICES**

10/14/99

iCopyright.com, announced that it has signed two new alliances to simplify the process of obtaining reprints. Rapid Reprint and Reprint Services, sister divisions of Taylor Corporation, will fulfill reprint requests from iCopyright.com's Web site. The two join Kinko's as Certified Print Providers for iCopyright.com, whose service will begin rolling out to publishers and users by the end of 1999. The new alliances ensure that iCopyright.com will be able to deliver fast, high-quality newspaper and magazine business content in the format the customer desires — either digitally for reuse on a Web site, in an e-mail or on a desktop printer; or on paper for trade show handouts or other printed distribution through its Certified Print Provider relationships. The automated iCopyright.com service also grants immediate clearance for registered copyrighted content and processes any payment, executing the transaction from start to finish in minutes, instead of the days or weeks it can take through traditional, manual clearance methods. [www.icopyright.com](http://www.icopyright.com), [www.rapidreprint.com](http://www.rapidreprint.com), [www.reprintservices.com](http://www.reprintservices.com)

## **WEB2PCS.COM TN STRATEGIC ALLIANCE WITH 7AM.COM**

10/14/99

Web2PCS.com announced a strategic alliance with 7am.com to provide Wireless Application Protocol (WAP) news for the Web2PCS wireless portal. This alliance will allow users of the wireless portal to receive both wireless "push"

and "pull" based news from multiple geographical locations. Users of the Wireless Portal can now receive headlines specific to 4 different countries including New Zealand, United Kingdom, Australia and the United States with additional country specific information to come in the near future. [www.web2pcs.com](http://www.web2pcs.com)

## **VERTEX'S EVOLVE TO DELIVER XML INTERFACES FOR IBM MQSERIES**

10/13/99

Vertex Industries, Inc. announced that they will develop XML and other webcentric interfaces for IBM MQSeries middleware products. The new functionality will be delivered in Vertex's evolve middleware tools suite. Vertex Industries' evolve suite of middleware tools provides the functionality to translate and transform messages between XML documents and legacy data structures. evolve utilizes IBM MQSeries as the pathway to transport the messages between disparate computing platforms. evolve leverages the ability of XML technology to exchange data between applications running in heterogeneous environments. Using the information contained in C headers and COBOL workbooks, self-describing messages are created that are transported via IBM MQSeries to applications running in the different computing environments. evolve is also being integrated with IBM's WebSphere suite, using Enterprise Java Beans to transport messages from webcentric environments that become usable data for legacy systems and distributed applications. [www.vertexindustries.com](http://www.vertexindustries.com)

## **QRS ANNOUNCES QXML FOR PRODUCT INFORMATION**

### **ACQUISITION**

10/13/99

QRS Corporation announced it will release QRS XML (qXML), an implementation of XML for the exchange of product information in the retail industry. qXML is an XML-based exchange-format designed specifically to optimize retail supply chains, simplify the integration of EDI-based product information and expand the breadth of product information exchanged between trading partners. QRS is currently working with major industry retailers and

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vendors to include information that normally can only be obtained outside of current electronic means. Retailers will now be able to collect all product information by a single method while vendors will be able to reuse data for multiple retailers, reducing rekeying of data. More information regarding specific qXML implementation will be available at [www.qrs.com/qxml](http://www.qrs.com/qxml)

## COMPUTER SCIENCES TO SUPPORT ECo XML FRAMEWORK

10/13/99

Computer Sciences Corporation announced support for a new e-commerce framework specification developed by CommerceNet. CSC will support the eCo Framework (<http://eco.commerce.net>) both internally and through an ongoing client education and awareness program. These efforts are being coordinated by CSC's e-business practice which focused upon building excellence in XML technology and establishing best practice information architectures by working with clients and industry organizations. The eCo Interoperability Framework provides a single common protocol through which eCommerce systems can describe themselves, their services and their interoperability requirements. The eCo Framework Working Group, which developed the specification, includes key industry players such as 3Com, American Express, American Power Conversion, ASC/X12, Berkeley National Lab, Cisco Systems, Commerce One, Compaq, CSC, Ontology.Org, GEIS, Harbinger, Hewlett-Packard, IBM, Intel, Intuit, ISO, Microsoft, Mondex International, NEC, Netscape, Novell, Royal Bank of Canada, Sun Microsystems and UWL.com, as well as experts in XML, OBI, OFX, OTP, XML/EDI, RosettaNet, and CBL. <http://eco.commerce.net>

## CCAES.COM ANNOUNCES QUICKDATA SERVER, E-COMMERCE FOR EDA

10/13/99

CCAES.COM announced the release of the QuickData Server, a parametric search engine for electronic component information. The QuickData Server supports the QuickData specification for business-to-business electronic

content exchange defined by the SI2 standards committee. QuickData enables customers and component information end users to make simultaneous queries on component information to multiple suppliers over the Internet, receiving real time business-to-business responses. The QuickData Server and the recently announced QuickData Client products are available immediately from CCAES.COM. The QuickData Server integrates to the existing data warehousing inter structures including Oracle Version 7 and 8. Both products integrate with the existing data mining products from CCAES.COM to import content from existing data sheets and engineering tooling systems, exporting content to data warehousing systems. [www.ccaes.com](http://www.ccaes.com)

## TELUS & NCOMPASS LABS IN STRATEGIC ALLIANCE

10/13/99

TELUS Corporation and NCompass Labs, Inc. announced a strategic alliance to offer advanced Web hosting services based on the NCompass Resolution Web publishing and content management system. TELUS plans to make this new service available to its customers through its TELUS Advertising Services division. The new TELUS offering will take advantage of NCompass Resolution's ability to create template-based Web sites for customers who need the ability to update and manage their own content. Customers of this new offering will also be able to take advantage of NCompass Resolution's capabilities for personalization, scheduling, workflow and other advanced Web content management features. Initially, this service will be targeted at business customers who require robust, dynamic Web sites for their Internet presence or for intranet or extranet Web sites. [www.ncompasslabs.com](http://www.ncompasslabs.com), [www.teluswebsolutions.com](http://www.teluswebsolutions.com)

## MEDIAPLEX TO PROVIDE REAL-TIME ONLINE MEDIA BUYING TO ARIBA CUSTOMERS

10/13/99

Mediaplex, Inc. announced that it will integrate its real-time online media buying solution with the Ariba business-to-business e-commerce solution. This integrated solution will provide

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businesses with an automated system for placing, tracking, changing and managing online advertising placements and expenses by leveraging the approval workflow and Internet order routing capabilities of the Ariba ORMS application and Ariba Network platform. The Mediaplex-Ariba integrated solution will utilize Mediaplex's new technology, adXML, to enable advertisers and Web publishers to transmit and acknowledge advertising insertion and change orders in real time. Mediaplex and Ariba are working together to make adXML an open standard, and are sponsoring an adXML.org Web site to provide more information. The adXML committee, which includes Boris Putanec, Ariba software architect and a primary contributor to the cXML standard, and Art Scott, Mediaplex's adXML project manager, is also working with a number of advertising standards groups, including international groups such as FOGRA to assist with print standards in Europe. [www.mediaplex.com](http://www.mediaplex.com).

## ARDENT SOFTWARE & NEON SYSTEMS PARTNER

10/13/99

Ardent Software, Inc. announced that it will partner with NEON Systems, Inc. This partnership complements Ardent's DataStage Suite by providing customers with direct access to DB2 for OS/390-MVS through NEON's Shadow Direct middleware. Shadow Direct provides direct access to mainframe-based data from client/server and n-tier environments such as UNIX and Windows NT. Together with NEON, Ardent now offers the data warehouse market's most comprehensive selection of mainframe data access options. Ardent's DataStage Suite includes a complete data movement and integration solution with native access to data from mainframe, Unix, and Windows NT environments; data quality assurance capabilities; and full lifecycle meta data management; all complemented by industry-leading professional services. NEON's Shadow Direct provides direct access to mainframe data in DB2 as well as the ability to invoke DB2 stored procedures. NEON's Shadow Direct simplifies and optimizes DB2 connectivity, thus eliminating the traditional performance bottlenecks and points of failure typical of other access methodologies. [www.ardentsoftware.com](http://www.ardentsoftware.com), [www.neonsys.com](http://www.neonsys.com)

## INTELISYS ACCELERATES ADOPTION OF B2B E-COMMERCE WITH XML

10/12/99

Intelisys announced that IEC-Enterprise, Version 4.0, supports full-scale interoperability between all buyers and suppliers, regardless of the data protocol. A long-time proponent of open standards on the Internet, Intelisys built an architecture that facilitates a broad buying community by enabling fluent data exchange of documents in many formats including any variant of XML. Intelisys is also working with Microsoft Corp. to accelerate the adoption of business-to-business electronic commerce. The companies plan to integrate Intelisys' operating XML definitions with the Microsoft BizTalk Framework to define schema for communicating business-to-business e-commerce transactions. [www.intelisys.com](http://www.intelisys.com).

## DATAWARE TECHNOLOGIES & WIESENBERGER PARTNER

10/12/99

Dataware Technologies, Inc. and Wiesenberger, a Thomson Financial company, have joined forces to provide mutual fund and insurance companies with interactive marketing tools. The new partnership will allow financial services firms to have Dataware deliver Wiesenberger's InvestmentView and Blueprint software as a component of their CD-ROM-based Electronic Marketing Tools, which currently includes a variety of customized sales and marketing information including portfolio manager interviews, product information, as well as on-line product brochures. By using the new integrated product, financial services firms will be able to deliver a consistent marketing message to the investment professionals who sell their products and, in turn, ensure that the sales message that reaches the investing public is consistent with corporate marketing strategies. The resulting product will present fund and annuity information in a user-friendly, interactive fashion, help investment professionals in the sales and research process, and be consistent with NASD and SEC guidelines. [www.dataware.com](http://www.dataware.com), [www.thomsonfinancial.com](http://www.thomsonfinancial.com)

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## LOGOS REVEALS WEB-ENABLED TRANSLATION STRATEGY

10/12/99

Logos Corporation will unveil its new Web-enabled translation solution, and the first in a series of product releases, with the announcement of its e.Sense Enterprise Translation System this week. The e.Sense system is part of Logos Corporation's Global Enterprise Translation Solution (GETS), in which digital translation lays the groundwork for rapid high-volume, high-quality translation. GETS combines software tools and services to provide a translation system that is integrated into a company's business processes. This integrated translation capability is becoming increasingly important within enterprises expanding their operations worldwide. With GETS, workers collaborating across a global enterprise can continue to work in their native language with the confidence that the content they share will be translated promptly and accurately into their colleagues' native language. e.Sense Enterprise Translation System 1.00 is available immediately. [www.logos-usa.com](http://www.logos-usa.com)

## INTEGRATIONWARE UNVEILS INTRABLOCKS V3.0

10/12/99

IntegrationWare, Inc., announced IntraBlocks Enterprise Knowledge Portal Software. IntraBlocks version 3.0 delivers an out-of-the-box solution, which combines a knowledge warehouse with advanced middleware, collaboration, and Web presentation capabilities. Using an Internet browser, IntraBlocks users have a secure, single point of entry into enterprise-wide information and knowledge, previously difficult to find or never captured. These capabilities deliver business benefits with organizations realizing faster time to market, streamlined business processes, accelerated innovations, reduced project rework, enhanced employee productivity, and ultimately low-cost distributed computing. Customers are using IntraBlocks in a variety of applications including supply chain and customer relationship management, data warehouse and decision support, intellectual property management, and training. IntraBlocks

version 3.0 is scheduled to ship in October of 1999 and will be available directly from IntegrationWare and its partners. IntraBlocks v3.0 is licensed on a per user basis with pricing starting at \$24,000 for 100 users.

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

## CAP VENTURES APPOINTS LEONOR CIARLONE

10/12/99

CAP Ventures Inc has appointed Leonor Ciarlone as Senior Consultant. Ms. Ciarlone joins the Dynamic Content Software Strategies Consulting Service, providing strategic consulting to the content, document, and knowledge management industries. Leonor brings over ten years experience designing and developing information-based applications to manage documents as data assets, in a variety of industries that includes manufacturing, insurance and software development. She has served as both analyst and architect for companies including FM Global, Commercial Union Insurance, EMC Corporation, Inso Corporation, Intellution, Inc. and General Cinema Corporation. Prior to joining CAP Ventures, Leonor was an Electronic Publishing Consultant and Technical Project Manager with FM Global, leading the implementation of an end-to-end, XML-based application for the authoring, production and distribution of the company's data sheet library. She has delivered numerous presentations on XML and related standards for various technical communication conferences, written electronic publishing software reviews for Emedia Magazine, and has judged both local and international online communications competitions. Leonor is a past president of the Boston Chapter of the Society for Technical Communication, and has won multiple awards from chapter competitions. She holds a BA in Journalism from the University of Massachusetts Amherst. [www.capv.com/dss](http://www.capv.com/dss)

## ADEPT TEAMS WITH HYPERWAVE TO SUPPLY CORPORATE PORTAL SOLUTIONS

10/12/99

ADEPT, Inc announced a strategic partnership with Hyperwave Information Management, Inc. of Westford, Mass. to deliver corporate portal



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and knowledge management solutions for organizations using Web technology. Under the agreement, the ADEPT E-Business Solutions Division will extend the capabilities of its e-business integration services for Fortune 1000 and government clients by using Hyperwave's technology. Hyperwave's software products enable organizations to manage the increasing flow of information using Web technology. Its Hyperwave Information Server delivers a platform for developing intranet and extranet knowledge-sharing applications. A new product, the Hyperwave Information Portal (HIP), is built on the Hyperwave Information Server infrastructure. Unlike corporate portals based on traditional technology, HIP does not require the time of dedicated specialists to publish content and maintain up-to-date links. With HIP, users can rapidly submit, exchange, find, access, and personalize information from anywhere, anytime they choose. [www.hyperwave.com](http://www.hyperwave.com), [www.adeptinc.com](http://www.adeptinc.com)

## INFOACCESS ANNOUNCES PARTNERSHIP WITH OPEN TEXT

10/11/99

InfoAccess Inc announced a partnership with Open Text Corporation to provide the Transit Central EDM (electronic document management) advanced Web publishing functionality to Livelink. The Transit Central/Livelink combination lets Livelink users continue their focus on collaborative knowledge creation and management, using Transit Central to automate the process of publishing that knowledge in HTML, XML, or other formats. With its customizable templates, Transit Central provides Livelink users with the ability to publish information to the Internet, intranet or extranet, or back into Livelink-managed repositories — all with the approved corporate 'look and feel.' The embedded Transit Central/Livelink solution functions transparently while users publish documents to the Web as it goes through the Livelink workflow process, and then automatically publishes a Web site. Open Text is the exclusive reseller of Transit Central EDM for Livelink [www.opentext.com](http://www.opentext.com), [www.infoaccess.com](http://www.infoaccess.com)

## OASIS PUBLISHES XML EXCHANGE TABLE MODEL DTD

10/11/99

OASIS announced public availability of the XML Exchange Table Model Document Type Definition. Published as OASIS Technical Memorandum TR 9901:1999 [www.oasis-open.org/html/techpubs.htm](http://www.oasis-open.org/html/techpubs.htm), the XML Exchange Table Model DTD is an XML expression of the exchange subset of the full CALS Table Model DTD ([www.oasis-open.org/html/a502.htm](http://www.oasis-open.org/html/a502.htm)). The OASIS XML Tables Technical Committee includes participants from the following OASIS member companies: Arbortext, Crane Softwrights, DataChannel, ISOGEN, Mulberry Technologies, Sun Microsystems and others. [www.oasis-open.org](http://www.oasis-open.org)

*It may seem strange to some that something associated with CALS would still be relevant, but the CALS table model was adopted by most authoring tool vendors, and there is a lot of table content marked-up accordingly.*

## INTRANET SOLUTIONS ANNOUNCES MANAGEMENT APPOINTMENTS

10/11/99

IntraNet Solutions, Inc. following the recent acquisition of InfoAccess, Inc., announced the appointment of Vern Hanzlik to the position of vice president of sales and Tom Freeman to the position of vice president of worldwide alternate channels. In addition, Dan Ryan, vice president of marketing, will assume business development responsibilities in conjunction with his overall marketing responsibilities for both IntraNet Solutions and InfoAccess. Jim Culbertson will continue as president of InfoAccess. All individuals will be reporting directly to chairman, chief executive officer and president, Robert Olson. [www.intranetsolutions.com](http://www.intranetsolutions.com)

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## INPUT SOFTWARE INTRODUCES DYNAMIC DIALOGUE TECHNOLOGY

10/11/99

Input Software, Inc. demonstrated Dynamic Dialogue, a new technology that is designed to redefine how complex business transactions - such as loan applications, mutual fund purchases, insurance claims, and complex product purchases - are conducted on the Web. Input Software's new XML-based software product DynamicInput, based on Dynamic Dialogue technology, will help solve this problem by replacing today's static Web forms with personalized, intelligent interactions. DynamicInput creates richer e-commerce customer interactions, which will lower abandon rates and lead to increased sales for e-businesses. DynamicInput moves transaction intelligence out to the customer's browser. As a result, it provides both personalized content, which ensures the user is only asked questions that make sense in the context of previous answers, as well as personalized presentation formats to meet specific customer or partner needs. For example, first time users will benefit from conversational 'question and answer' formats, while repeat customers with a higher degree of aptitude may prefer form-like styles that allow rapid entry of information. DynamicInput is an extension of Input Software's InputAccel information capture software, which is used today to connect external information with internal enterprise data systems and Web sites. The beta release of DynamicInput is scheduled for the first quarter of 2000. [www.inputsw.com](http://www.inputsw.com)

## INSYSTEMS ANNOUNCES CALLIGO ENGINE

10/7/99

InSystems Technologies, Inc. announced the availability of Calligo Engine. Calligo Engine enables ISVs to provide their customers, who need to shorten time-to-market and improve productivity, with the ability to create, modify and generate complex, multi-formatted documents from their desktops without assistance from their IT departments. Documents could include personalized correspondence, contracts, policies, sales proposals and customer statements that are

virtually error-free and personalized for the recipient. Calligo Dispatcher, an optional add-on that enables high volume batch processing for documents, is also available with Calligo Engine. Calligo Engine will be sold through InSystems InSymmetry Alliance Program, which recruits ISVs, VARs and Systems Integrators worldwide. [www.insystems.com](http://www.insystems.com)

## WEB2PCS.COM ANNOUNCES LAUNCH OF NEW WEBSITE UTILIZING WYSDOM'S WAP APPLICATION SERVER

10/7/99

The licensing of Wysdom Inc.'s Wireless Application Server was announced, for implementation into Web2PCS.com Inc.'s, redesigned website. The interactive Wireless Application Protocol (WAP) portal gives consumers the ability to receive short messages on their wireless devices as well as the opportunity to interact wirelessly with WAP enabled devices. Web2PCS's interactive WAP portal allows users to receive customized information on their WAP and Short Message Service enabled PCS phones. Wireless Application Server offers e-businesses the ability to format relevant information to a wireless device, giving them a new conduit to transfer information to their consumers. Users can access the new portal design at [www.web2pcs.com](http://www.web2pcs.com) and set up their free account. Their profile is stored for future updates and is readily accessible. Current options that are available today include stock quotes, weather reports from around the globe, current headlines, exchange rates, and entertainment categories like horoscopes, various sports scores including hockey, baseball and football, and personal reminders. [www.wysdom.com](http://www.wysdom.com), [www.web2pcs.com](http://www.web2pcs.com)

## ORACLE RELEASES BUSINESS COMPONENTS FOR JAVA

10/6/99

Oracle Corp. announced the delivery of Oracle Business Components for Java, a Java framework to help developers build, customize and deploy reusable components for both packaged and custom applications. Oracle Business

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Components for Java is a standards-based, server side framework for delivering scalable, high-performance Internet applications. With Oracle Business Components for Java, development time is reduced and customization is easier and therefore less costly than ever before. Oracle JDeveloper 3.0 will be generally available this month. Traditionally, in order to customize packaged applications developers were required to modify the original source code, a very time consuming and resource-intensive process. Oracle Business Components for Java eliminates this problem by using the XML to publish an application's metadata. As a result, customizing an application is as easy as editing XML information, without requiring any changes to the original source code. Oracle Business Components for Java is a set of Java framework classes and re-entrant wizards that function within JDeveloper 3.0. The wizards automatically optimize and generate the framework code that handles the database interactions. This greatly reduces the complexity and time previously associated with application development and customization by now allowing developers to focus on the business logic, rather than the low-level database interactions. [www.oracle.com](http://www.oracle.com)

## INFORMIX XML-ENABLES INTERNET FOUNDATION.2000

10/6/99

Informix Corporation announced support in Informix Internet Foundation.2000 for XML. With XML, Internet Foundation.2000 customers will be able to integrate existing data with their new E-commerce applications and efficiently exchange data with their customers, partners, and suppliers. Informix also announced its strategy to support XML across all of its products. Specifically, Informix announced: XML support in Internet Foundation.2000 – Available immediately, XML is supported through the newest version of the Informix Web DataBlade module. Hierarchical XML Data Storage – Allows Internet Foundation.2000 users the ability to import, export, store and query/index XML structures in their native hierarchical format. It provides a unique performance advantage over other approaches to storing XML documents in flat relational tables, where the use of a document's structures when processing queries is lost. In the first half of the year 2000, Informix

will deliver other XML-enabled products, including a server-based workflow engine that supports the communication of XML documents and enables rules to be embedded in documents for exception handling or processing. An XML metadata repository is also in development, which will make metadata uniformly accessible to tools and applications, regardless of the data source. Other XML-related standards like XSL, XML Schema, XML Query Language (XQL), XML Linking, and XML Infoset are planned to be supported as they are finalized by the W3C. Informix also announced its membership in the W3C and OASIS. [www.informix.com](http://www.informix.com)

## DOMINO TO SUPPORT XML, MICROSOFT COM

10/6/99

Lotus announced Domino Release 5 (R5) server support for XML and Microsoft Component Object Model (COM) technology. Lotus will provide an XML-based application-development environment for users. Combining Domino with the Lotus XSL processor extends Domino applications to clients such as browsers and handheld wireless devices via XSL stylesheets. Support for XML begins with the next quarterly update of Domino R5, allowing information to be viewed as an XML document. Domino R5 and Lotus Notes R5 Client will also support Microsoft COM, giving users the ability to create integrate Domino workflow, security, and messaging and collaboration capabilities into applications for Microsoft Windows. Microsoft Office users can add Notes and Domino data and workflow to desktop applications as well. Lotus Domino Application Server R5's next quarterly update, including XML and COM support, is expected within the next 30 days. The Domino Application Server R5 is available now at a price of \$1,795; the quarterly update is expected to be free of charge. [www.lotus.com](http://www.lotus.com)

*This is important and welcome news for Lotus customers (and potential customers). Lotus has been noticeably quiet about XML, and has to make it easy to integrate Domino into Microsoft environments. This announcement shows they are paying attention.*

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## NEXTPAGE ANNOUNCES LIVEPUBLISH SUITE 2.0

10/6/99

NextPage, LC, announced the LivePublish 2.0 suite of professional Internet and intranet publishing software products for the assembly and delivery of high-value content. LivePublish 2.0 is an XML-enabled enterprise publishing platform that gives commercial and corporate publishers flexibility and control over their content including simultaneous distribution of content through corporate portals, commercial Web sites and disconnected, browser-based CD-ROM/DVD. The new product suite will be available in late October 1999. The LivePublish Suite 2.0 consists of: LivePublish Builder: The tool to assemble and index native source documents such as XML and MS Word. LivePublish Builder integrates with document management and production systems; LivePublish Server; LivePublish Server Personal Edition; LivePublish Distribution Kit; and LivePublish ToolKit. NextPage LivePublish Suite 2.0 will be available in late October 1999. 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](http://www.nextpage.com).

## XEROX ANNOUNCES PAPER-TO- DIGITAL DOCUMENT APPLICATION SERVER SOFTWARE

10/6/99

Xerox Corporation announced the availability of FlowPort, a server software platform designed to simplify knowledge-sharing and enhance productivity in the office. FlowPort provides a bridge between the paper and digital worlds by enabling users to capture and integrate paper-based documents into an organization's digital workflow where content can be accessed, retrieved and distributed – all without the use of a PC. Aimed at eliminating the bottlenecks associated with paper-intensive business processes, FlowPort merges paper documents with workflow, groupware, e-mail/messaging and document management systems via network office equipment such as copier/printers and Internet fax machines.

Utilizing technology that originated at PARC, FlowPort features PaperWare a paper user interface containing encoded DataGlyphs. By checking a box on the PaperWare form, users send various commands to the FlowPort server to distribute documents via e-mail, remote print or Internet fax; or to store or retrieve documents in and from repositories. FlowPort 1.0 is available immediately starting at \$7,000 per server including installation and approximately \$50,000 for a customized end-to-end FlowPort solution. [www.xerox.com](http://www.xerox.com)

## LUTRIS AVAILABLE WITH LINUX ENHYDRA & XMLC

10/6/99

Lutris Technologies announced the inclusion of Enhydra, the Open Source Java/XML Application Server, on the Red Hat Application CD that ships with Official Red Hat Linux 6.1. Enhydra 2.2 is an Open Source application server that includes XMLC, XML Compiler. XMLC is a development tool that uses the popular Internet standards, XML and Document Object Model (DOM), for the creation of dynamic Web applications. Red Hat is the first commercial vendor to distribute Enhydra. Lutris realized that a complete Open Source Internet server platform was missing a critical piece: an application server. Enhydra provides the final part of this equation, the Open Source Java/XML application server for building Internet applications. [www.enhydra.org](http://www.enhydra.org)

## HARBINGER EXPANDS XML INITIATIVES, PARTNERS WITH ONDISPLAY

10/5/99

Harbinger Corporation announced expansive new corporate-wide initiatives that bring XML to the forefront of its Internet E-Commerce strategy. First, Harbinger will launch an on-network XML translation service via its E-Commerce portal along with an online XML document repository that is being developed by Harbinger for its EC Resource Center ([www.harbinger.net](http://www.harbinger.net)). Harbinger also plans to support XML in future releases of its suite of TrustedLink translation software. Finally, Harbinger announced that it has formed an alliance with OnDisplay, an e-business technology leader, to integrate their state-of-

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the-art XML products into certain of Harbinger's products. In conjunction with these initiatives, Harbinger is working with international non-profit organizations, including UN/CEFACT and OASIS, to standardize XML business specifications and is supporting other collective efforts such as the Microsoft BizTalk Framework to drive the adoption of XML in Electronic Commerce. Harbinger plans to roll out an on-network XML translation service this December that will be available to customers using [harbinger.net](http://harbinger.net). The service, which automatically translates EDI documents to/from XML and will process native XML transactions as well, promises to facilitate translation and mapping in Internet electronic trading, while helping companies speed the implementation of new E-Commerce applications. The on-network service is currently in limited production tests. Harbinger also announced as part of its XML initiatives that it has entered into a significant alliance with OnDisplay. Through the relationship, Harbinger will incorporate OnDisplay's e-business technology within its overall XML strategy, as well as within its data rationalization and content management offerings through Harbinger's Catalog Solutions Division. The relationship additionally includes joint marketing and delivery of catalog content solutions by the companies.  
[www.ondisplay.com](http://www.ondisplay.com). [www.harbinger.net](http://www.harbinger.net).

## OAO & JETFORM IN STRATEGIC RELATIONSHIP

10/5/99

OAO Corporation and JetForm Corporation announced a strategic business relationship to integrate OAO's electronic commerce (EC)/Electronic Data Interchange (EDI) technology and JetForm's XML-based e-process framework. This effort enables companies to provide completely automated, open standards based EDI-to-XML interoperability for e-business processes such as request for proposals, electronic purchase orders, electronic invoicing and support. The strategic teaming and development effort will create a transparent EDI bridge between OAO's EC/EDI technology, specifically Easy Mix based on the Implementation Definition (IMPDEF) message, and JetForm's e-process framework and XML Forms Architecture (XFA). This will provide an interface between EDI codified standards and

XML structures offering an enhanced user interface, elimination of redundant inputs and errors and a faster processing time.  
[www.oao.com](http://www.oao.com). [www.jetform.com](http://www.jetform.com)

## ENIGMA ANNOUNCES INTEGRATION OF E-PUBLISHING TOOL WITH DOCUMENTUM

10/5/99

Enigma Inc. announced its INSIGHT into Documentum Module. The Module automates the process of assembling and e-publishing content directly from Documentum's content management platform, Documentum 4i, ensuring integrity and speeding the process of producing high-value content that can be accessed via the Web, a corporate portal, or offline. INSIGHT is used when information needs to be utilized by customers or field personnel for product support or maintenance. INSIGHT e-publications can also be integrated at the customer site into procurement or ERP systems, further expediting the smooth operation of that product. INSIGHT creates unified e-publications from a wide variety of source document formats, including Adobe FrameMaker, PDF, RTF, structured text in XML, HTML or SGML, as well as virtually any graphics file format. A single INSIGHT e-publication can be delivered on the Web or offline via CD-ROM, and dynamic updates can be provided via the Web.  
[www.enigma.com](http://www.enigma.com)

## TRADEX ANNOUNCES CONTENT MANAGEMENT OFFERING

10/5/99

TRADEX Technologies announced the availability of TRADEX Content Library and TRADEX Content Services. The new, advanced content management functionality and services enhances TRADEX's commitment to providing comprehensive solutions that deliver fast and cost effective time to market in vertical marketplaces and ebusiness portals. TRADEX has chosen ec-Content as a partner in developing these new offerings. TRADEX Content Solutions offer a Content Library and customized Content Services. The TRADEX Content Library, a portfolio of predefined content databases in eight industry categories, contains data on more than 5 million items from 6,000

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manufacturers. These databases are created using a supplier neutral approach comprised of a predefined base of manufacturers' data along with the capability to quickly add a marketplace specific layer, consisting of supplier/buyer content, i.e. contracted pricing. TRADEX Content Services offer Consulting Services — advice on the design and implementation of the content management process; Content Creation Services — providing the resources and tools required to develop and maintain new content databases; and Content Hosting — including hosting and maintenance of databases. [www.tradex.com](http://www.tradex.com).

## OBJECT DESIGN ANNOUNCES ACQUISITION OF TRANSFORMIS

10/5/99

Object Design, Inc. announced it has acquired Transformis L.L.C., makers of XSL Stylus, an XSL tool for building eBusiness applications. Terms of the acquisition were not disclosed. ODI will immediately integrate XSL Stylus with eXcelon, ODI's XML eBusiness application development and deployment environment. XSL Stylus speeds the process of building eXcelon-based eBusiness applications by providing an easy-to-use, what-you-see-is-what-you-get (WYSIWYG) tool for generating XSL. [www.odi.com](http://www.odi.com)

## RNCI OFFERS "OPEN-PUBLISHING" TO SYNDICATE CONTENT ACROSS THE NET

10/5/99

RNCI announced the launch of its browser-based content entry tool, WriteNOW. With WriteNOW, non-techies can publish content to the Net from any location in the world. There is no software to download, two simple steps to submit information and it takes only minutes to publish. At the same time, users have the ability to syndicate the content to multiple web locations, intranet applications, and/or digital technologies, such as PDA's. The latest release of WriteNOW is a browser-based content entry tool that combines both the simplicity and ease-of-use for aggregating, publishing and syndicating content to the Net. By simply clicking through the browser-based wizard, a user types in their password information and uploads the file. The information is

automatically converted into HTML and syndicates to the Net within minutes. Upon completion, the user immediately receives an email indicating that the article successfully published. The only requirement for WriteNOW is an Internet connection and a 4.0 or higher browser. To access the content publishing tool, first-time users must register as an affiliate of RNCI's network. [www.RNCi.com](http://www.RNCi.com).

## FRX SOFTWARE ANNOUNCES SUPPORT FOR AICPA XML INITIATIVE

10/5/99

FRx Software Corporation announced that its upcoming product release, code-named "Vulcan," will embrace the American Institute of Certified Public Accountants' (AICPA) XFRML initiative to create standardized digital financial statement formats using XML. FRx's first XML output option will create a single, standard XML output file that can be viewed using FRx's DrillDown Viewer or any other browser that supports XML. This output option allows reports generated by either of FRx's applications to be shared with any other XML-aware application. The second option will create an XML output file exclusive to FRx's applications that is geared towards high performance and advanced viewing and drilling capabilities within the DrillDown Viewer. With the second option, users will be able to drill through corporate hierarchies as well as summary information to transaction detail. Both options will provide users with the ability to export the XML data to OLAP cubes, Lotus, Excel or ASCII file formats. The XML output functionality will be included in FRx's "Vulcan" product, scheduled for release in the fourth quarter of 1999. [www.frxsoftware.com](http://www.frxsoftware.com).

## OPEN TEXT INTRODUCES BASIS JDBC & BASIS PERL DBI DRIVERS

10/5/99

Open Text Corporation announced the release of the BASIS Java Database Connectivity (JDBC) and BASIS Perl DBI Drivers, enhancing the accessibility and openness of BASIS Web applications and advancing BASIS integration with Open Text's collaborative portal solution, MyLivelink. The BASIS JDBC Driver enables Web

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developers to build applications that take advantage of such BASIS features as searching against hybrid databases of relational, bibliographic, and textual information. The BASIS Perl DBI Driver exposes BASIS server functionality through Perl, thereby extending the ability to customize Open Text's BASIS WEBServer product. The BASIS Perl DBI Driver is an Open Source Initiative - this means that binary and source code is licensed at no charge, encouraging BASIS customers around the world to contribute their own functional extensions to the product. The BASIS JDBC Driver is available now and is priced at \$15,000 US per BASIS server. The BASIS Perl DBI Driver will be available by November 1 and is licensed under the terms required by the Open Source Initiative. [www.opentext.com](http://www.opentext.com).

## BLUESTONE ANNOUNCES "TOTAL-E-BUSINESS"

10/5/99

Bluestone Software, Inc. announced its response to the need for a comprehensive e-business solution with the launch of Total-e-Business product suite, an e-business solution that meets the demands of the people responsible for e-business operations, sales, marketing, and finance, while addressing the IS technology mandate for a non-stop, high-performance platform to support mission-critical applications. Total-e-Business combines best-of-breed components for content management, personalization, and e-commerce with Bluestone's Sapphire/Web application server infrastructure and Bluestone XML Suite integration server -based upon Java Server Page (JSP) and XML standards. To support Web-based commerce activities, Total-e-Business e-commerce components provide the necessary pre-built e-commerce components typically required to sell goods and services over the Web, including catalog capability, shopping cart, search engine, credit card processing, tax calculation, shipping, order checking, and user registration components. The e-commerce components of Total-e-Business are based on a unique JSP and XML framework that allows for rapid integration of existing applications. Total-e-Business also comes with decision support systems to speed and simplify the entire reporting and analysis process. Total-e-Business

is scheduled to ship in December 1999. [www.bluestone.com](http://www.bluestone.com)

*The most evident trend at Internet World in NY this month was that everybody was claiming to fill the gap between e-commerce presentation & shopping cart systems and back-end enterprise and support systems. We are headed for a new level of "coopetition" since the only way most suppliers can provide a complete system is with partners. This is a more natural approach for a middleware vendor like Bluestone than for some others.*

## XMLSOLUTIONS ANNOUNCES XMLSOLUTIONS EUROPE

10/5/99

XMLSolutions announced a strategic partnership with blue Point Distribution Channel and the formation of XMLSolutions Europe. Frank van der Plas, Senior Partner at HCM Investment and Services B.V., parent company of blue Point Distribution Channel, is responsible for XMLSolutions Europe exposure to the European community. [www.xmls.com](http://www.xmls.com)

## INTERSHOP ANNOUNCES ENFINITY

10/4/99

INTERSHOP Communications, Inc. announced its next generation e-business software, INTERSHOP enfinity. INTERSHOP enfinity is a complete XML and Java 2 platform-based, sell-side e-business application that offers the enterprise market advanced selling features, closely integrated with existing business systems, while providing the flexibility to grow with rapidly changing e-commerce business models. The sell-side capabilities of INTERSHOP enfinity range from intelligent marketing functionality in traditional e-commerce Web sites to supporting innovative and emerging business models. These include managing transactions on a network of affiliate Web sites; supporting machine-to-machine transactions; and integrating with vertical and horizontal portals, as well as buy-side networks, such as SAP's mySAP.com, Ariba's ariba.com and Commerce One's MarketSite.net. INTERSHOP enfinity also supports WAP enabling businesses to conduct transactions remotely via wireless devices such as mobile phones, PDAs and pagers. INTERSHOP enfinity is currently scheduled for general availability later this

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month on both Microsoft Windows NT Server 4.0 and Sun Solaris 2.6. Pricing is dependent on component bundles and ranges from \$150,000 to more than \$300,000 for a full-use license.

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

## INTERWORLD LAUNCHES ENTERPRISE COMMERCE 3.0

10/4/99

InterWorldCorporation launched version 3.0 of its award-winning Enterprise Commerce software, Commerce Exchange. Features in InterWorld Commerce Exchange 3.0 include an expanded repository of business functions that represent "best practices" in online merchandising, order processing and customer service and an enhanced Process-Centric architecture that enables businesses to tailor those best practices to align with their unique strategies. In addition, version 3.0 advances InterWorld's personalization framework and introduces a new family of role-based tools. These advances, combined with InterWorld's vision of Enterprise Commerce, allow businesses to get to market quickly, scale to meet growing demands, and easily evolve to map their online strategies to existing and future business strategies. Commerce Exchange 3.0 includes merchandising techniques such as personalized promotions, product alternatives, cross-sells, up-sells, points programs and complex searching that encourage browsers to buy and increase order size. In addition, the online buying process is faster and more convenient with order management features such as the ability to enable buyers to shop anonymously, use multiple shipping addresses and payment methods per order, or order in one click. InterWorld Commerce Exchange 3.0 is available today and averages \$400,000 for a typical mission-critical configuration, excluding service fees. The software runs on the Microsoft Windows NT and Solaris UNIX operating systems and supports Oracle and SQL Server databases.

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

## PIVOTAL SOLUTION FUSES ECOMMERCE, CRM & BUSINESS PORTALS

10/4/99

Pivotal Corporation announced Pivotal eRelationship 2, a B2B Web solution for increasing revenue by enhancing relationships with customers and business partners, and conducting personalized online commerce. The Pivotal eRelationship 2 solution fuses an advanced eCommerce server-the Pivotal eRelationship CommerceServer - and an intelligent business portal, the Pivotal eRelationship SmartPortal, with Pivotal's customer relationship management applications to establish an all-Web platform for eBusiness Relationship Management (eBRM).

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

## AUTONOMY SHIPS PORTAL-IN-A-BOX

10/4/99

Autonomy, Inc. announced that it has shipped its Portal-In-A-Box software, which eliminates the need for costly manual labor in the creation and maintenance of personalized portal sites. Autonomy's Portal-In-A-Box software automates the tasks of categorizing, tagging, linking and personalizing information for new media and enterprise information portals. Portal-In-A-Box is for anyone who wants to create a portal site, from online publishers creating vertical industry portals to intranet developers or knowledge managers putting together enterprise portals that offer employees the best of the Web and their company's internal sources of information. Portal-In-A-Box runs on Windows NT and most versions of Unix. Pricing for Portal-In-A-Box is expected to start at \$100,000.

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



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## NET.GENESIS INTRODUCES CARTSMARTS

10/4/99

net.Genesis introduced CartSmarts, a visitor-centric package that enables the segmented analysis of online browsers and buyers. A value-added component to net.Genesis' net.Analysis solution, CartSmarts identifies online shopping habits, such as abandoned shopping carts and participation in promotions, and distinguishes characteristics between browsers versus buyers, prospective buyers, and first time and repeat buyers. With over 30 automated reports, CartSmarts' analysis enables e-businesses to more efficiently develop and deliver tailored e-commerce programs, as well as marketing and email campaigns. [www.netgen.com](http://www.netgen.com)

## SCRIPTICS UNVEILS BIZCONNECT

10/4/99

Scriptics Corporation unveiled a business-to-business integration server. Known as BizConnect, the new software platform delivers an XML infrastructure for developing business-to-business applications. With an innovative business logic paradigm as simple as paper and "Post-It Notes", and flexible integration with a wide range of software component standards, enterprise applications, legacy software and Internet technologies, BizConnect reduces the time, cost and complexity of business-to-business application development. Scriptics makes it easy for companies to integrate their business-to-business applications with existing enterprise applications, other Internet/XML applications, back-office and front-office systems and software components. BizConnect Author enables developers 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, BizConnect Author makes it easy for the developer to attach actions to XML elements indicating how to process the corresponding elements. Many actions are pre-defined with action wizards, and because BizConnect is built on the popular Tcl scripting language, developers can write simple scripts or develop custom wizards for custom actions. Scriptics provides pre-defined options for several common tasks, such as updating information in

a database. BizConnect is optimized for enabling server-to-server integration, enabling companies to rapidly develop business-to-business applications that link with their suppliers, partners and customers to automate procurement, order processing, inventory, shipping, order tracking and supply chain management. BizConnect is immediately available as a beta release and will be available for general release in November 1999. A single user development version of BizConnect is available for \$5,000, with a group development version available for \$12,500. Deployment licenses start at \$50,000 for computer systems with up to 4 processors. [www.scriptics.com](http://www.scriptics.com)

## NETWORK54.COM COMMUNITY PORTAL ADDS XLM BASED

### SYNDICATION

10/4/99

Network54 launched new access control and syndication features for its popular free forum service. Unlike other community builders, which force group leaders to use a single access model, Network54 lets these forum hosts decide for themselves what model best fits their particular interests. Forum creators have the choice of opening their resources to the public or requiring users to retain membership in a closed group, or anything in between. Network54 has enabled its directory structure as well as every forum with XML. The hockey directory, for example, syndicates a list of the most popular discussions on the ice sport, while a specific forum transmits its most recent message titles. To insure easy dissemination, Network54 supports ScriptingNews and both revisions of MyNetscape RSS formats. According to [www.xmltree.com](http://www.xmltree.com), Network54 is the largest supplier of publicly syndicated XML content. [www.network54.com](http://www.network54.com)

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## ACCRUE INTRODUCES ACCRUE VISTA

10/4/99

Accrue Software, Inc introduced Accrue Vista, an application that provides marketing analysts with advanced Web site visitor segmentation and analysis capabilities. With Accrue Vista, online merchandisers can answer questions such as who their best visitors are, how often they visit, how recently they visited, what parts of the site they visit, how long they stay, how much they spend on transactions and even the speed of their modem connection and the impact that has on visitor behavior. Accrue Vista is scheduled for availability in October 1999. Accrue Vista is based on a subscription pricing model starting at \$1,000 per month.

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

## INFOOFFICE INTRODUCES VIEW & EDIT TECHNOLOGY

10/1/99

InfoOffice Inc. announced InfoOffice RedDot View and Edit Technology. Based on the InfoOffice Web Content Management and Publishing System RedDot let's anybody contribute content to a Website or Intranet. Working with RedDot is so intuitive that no training is required to publish Web pages and update documents. RedDot runs in any Web browser and does not require installation. Organizations using InfoOffice with its RedDot can concentrate all Web-building competence in the webmasters hands while the non-technical authors and editors can participate efficiently and intuitively in the website or Intranet. RedDot will be generally available as part of the InfoOffic Content Management and Publishing System on November 1st, 1999. Pricing for InfoOffic CMS starts at \$ 19,900.

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

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- ▲ Seybold Publications' *Report on Internet Publishing*
- ▲ Seybold Publications' *Report on Publishing Systems*
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- ▲ AIIM — Association for Information and Image Management International
- ▲ GCA — Graphic Communications Association
- ▲ OASIS — Organization for the Advancement of Structured information Standards
- ▲ The XyUsers Group

See [www.gilbane.com/affiliates.htm](http://www.gilbane.com/affiliates.htm) for additional information.

If you would like to provide your industry association of user group with a similar benefit, send an email to [info@gilbane.com](mailto:info@gilbane.com).

### Note

These are both brand new programs as we go to press, so be patient if someone in one of the participating organizations is not yet aware of all the details. Just send us an email and we'll help you. Note also that if you are reading this on our website rather than in print you might find even we are not ready!

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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.

XML for Information Resource Managers, Oct. 27-29, Wyndham Anatole Hotel, Dallas, 310-393-5338

XML Application Development, Nov. 3, UC Extension Downtown, San Francisco, 510-642-4111

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.

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ISSN 1067-8719