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SYNDICATION, ACTIONABLE CONTENT, AND THE SUPPLY CHAIN

It has been well over a year since we have had anything to say about syndication beyond reporting a few news items. Like Digital Rights Management (DRM - our topic last month), syndication over the Internet has had trouble getting any serious traction in the market. But, while significant technical and user-interface challenges have hindered the adoption of DRM, the problem with syndication has had more to do with either a lack of imagination (in many cases) or with a more pressing need to get basic content management capabilities in place (in most cases). It is also true that 'syndication' still suggests newspaper columns more than the Internet, Java Beans, or metadata to most people.

This is changing. More and more we are seeing business managers thinking of all kinds of enhanced business models or new business opportunities that are, in fact, straightforward syndication applications, although they might not think of them that way. We think 'syndication' is a useful term — it refers to a well known model, and has a simple clarity all too often lacking in marketing or IT-speak (equally exasperating languages!).

This month Bill and David team up to provide a simple introduction to syndication *and* to explain why it is central to a wide variety of applications in both B2B and B2C environments. Syndication is surely a topic we will be coming back to. There are many questions about proposed syndication standards and where syndication functionality best fits in architectures. For example, should syndication be considered a content management function? Or is that too limiting? Let us know what you think, and stay tuned.

CONTENTS

Syndication, Actionable Content, and the Supply Chain.....	2
Industry News.....	7
Back Issues.....	27
Calendar.....	28

SYNDICATION, ACTIONABLE CONTENT, AND THE SUPPLY CHAIN

Ask most programmers or systems analysts who are involved in developing a new web site about how they will be handling syndication, and they'll show you it's covered in their requirements matrix, right above "WAP distribution" and right below "Supported file formats." They may have gone so far as to list compliance to the Information and Content Exchange (ICE) protocol, but they likely have gone no further than that. Imagine their surprise, and perhaps confusion then, when they read what Kevin Werbach wrote in a recent *Harvard Business Review* (May-June 2000) article, that syndication is nothing less than "the fundamental organizing principle for e-business."

It's time for a new understanding of syndication to help bridge this gap between the technologist's view of syndication as a component technology in content management and the visionary view of syndication as the new means of doing business.

Broadly speaking, syndication is about creating a single thing and selling it to many parties, or perhaps more correctly, in many markets. In entertainment, that might mean creating a television show in Boston and selling it in viewing markets across the country. In the print world, syndication has traditionally meant creating individual content products like articles, columns, or comic strips, and selling them to many different newspapers. Done well, syndication is a powerful and profitable enterprise. Just ask Scott Adams, the creator of *Dilbert*.

Syndication traditionally has been about things that are easily duplicated and distributed. Everyone knows that digital content and the Internet make an environment where duplication and distribution is as easy as falling out of bed. The Internet is the medium perfectly suited to syndication.

Web syndication as it is thought of today is very helpful, certainly, and the adoption of the ICE specification by companies like Vignette and Kinecta is helping these companies solve the very real problems of getting electronic content from syndicator to the right subscribers at the right time. But Web syndication is emerging as a key element in the practical application of electronic publishing to the business process that integrates content from various sources across the enterprise in ways most useful to the enterprise.

The possible applications are endless, hence the interest in syndication technology from the likes of National Semiconductor, Ingram, Sotheby's and others whose primary business is not publishing.

TRADITIONAL SYNDICATION, AND HOW THE INTERNET IS DIFFERENT

Traditional syndication is the controlled delivery of content products between prior negotiated parties. So, for example, organizations such as Reuters and the

Associated Press have made their living selling news stories to many, many outlets. In the days when most cities had more than one newspaper, we all experienced reading the same "wire" story in more than one paper, or seeing the same photo twice. In this model, the "syndicator" (say, Associated Press), would sell packages of content to different "subscribers" (*The Boston Globe*, *The Boston Herald*, and many others). The different subscribers could buy the same packages of content or slightly different ones, depending on their needs, their capabilities for dealing with the content, their budget (of course), or a number of other factors.

It is indeed these "other factors" of syndication that have fundamentally changed with the advent of the Internet. Prior to the Internet, syndication relationships were based on specific technical integration efforts. Large syndicators such as Reuters had proprietary networks, their own satellite links, and large technical and operational staffs to support their efforts. Subscriber organizations had to be prepared to bring in and pay for proprietary lines and equipment to collect and disseminate the syndicated content. If a subscriber wanted more than one "feed," that meant another set of equipment. "Coming in over the AP wire," meant literally that.

The Internet has provided a new flexible infrastructure on which syndication takes place. The wires are there (or not, as the case may be, with WAP), the communication protocols are there, and, with efforts like XML-based ICE, so too are the necessary elements of ensuring that content gets from one end to the other in a secure and auditable fashion, and thus, our systems analyst has the item to check off on his requirements matrix. The problem of "how to syndicate" is answered. The question now becomes, "What are we syndicating?" And the answer to the question is endless, since "content" can contain any form of data in the digital domain, and content may well be only one piece of the syndication pipeline.

It's not just for "content"

Content management vendors are already expanding their notion of syndication to include, application code and database assets. Why? Customers are increasingly demanding these abilities, even if they have yet to call these solutions "syndication." Take, for instance, the large organization with operations in several geographic locations. How do they easily update and deploy new content, *and* the applications that support this content, across their enterprise?

While content and code have often been managed together or similarly, *services* can also be syndicated. See, for example Bowstreet (www.bowstreet.com), which provides syndicated services in the form of distributable, XML-based "business webs", and upstart organizations such as Red Gorilla (www.redgorilla.com), which are explicitly about "application syndication."

ICE, RSS, OTHER?

Protocols such as ICE aim to solve an obvious but compelling problem: How do web sites more automatically share both content and the business terms that control that content? Without ICE, for example, if a web site manager wants to receive regular news updates from several different sources, he may have his work cut out for him. At the low end of the Internet food chain, people are ftp'ing ZIP files of hunks of HTML, unzipping them at their destination, retagging

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"It remains to be seen whether ICE will fully take hold, what its scope will be, and how it will relate to different types of syndication applications (e.g., services)."

the HTML to adhere to local templates, and copying the files to their destination. Even in more automated environments, newly acquired content needs to be converted and loaded into the local databases, staged for delivery, and likely tweaked before being presented live.

The cliché, "the devil is in the details" certainly applies to content syndication: On one side of the business are the issues of content sharing, where, for instance, your HTML isn't my HTML, your Metadata isn't my Metadata, and so on. And on the other side are the business terms, where Customer A may have purchased all articles for 60 days, Customer B all articles for 90 days, and Customer C all stories about baseball in perpetuity. ICE attempts to address these problems by defining a protocol for how content objects can be passed from server to server, using XML-based metadata to communicate the object's "business rules" such as expiration dates, attributes, update information, and the like.

ICE 1.1 has recently been published to broaden one important area of the protocol—negotiation. Early adopters found that syndication agreements could benefit from the subscriber and syndicator being able to negotiate certain pieces of information. For example, a syndicator of television listings might want to be able to request and act on zip codes provided by the subscriber. Another relationship might benefit from the two parties being able to negotiate on pricing data. Indeed, each relationship could require subtly different information, so the ICE authoring group developed a way of allowing parties to extend the protocol for this kind of information.

It remains to be seen whether ICE will fully take hold, what its scope will be, and how it will relate to different types of syndication applications (*e.g.*, services). It has its critics, and some competition in Rich Site Summary (RSS), the lighter-weight format that grew out of Netscape's Resource Description Framework (RDF) format. In practice, there are perhaps more RSS implementations than ICE implementations, and both of them are likely outnumbered by proprietary implementations of technology between parties. Still, it's too early to rule out ICE, which has large interested parties like Sotheby's and National Semiconductor.

BEYOND STATIC CONTENT

Whether the answer is ICE or RSS—or something else—the low-level problems are being solved.

Both ICE and RSS use XML, so the syndicated content is at least well-formed, self-describing data. As such, both formats give implementers a clear target. They know what's coming in, how much is there, and what it will look like. Even with the recent extensions to ICE, and despite some complaints that ICE is complex, parsing ICE data is not a massive undertaking. (The ICE authoring group recently developed an ICE "cookbook" breaking down the tasks, and they will soon be providing an open source reference implementation.) And RSS is even simpler, easily handled with tools like perl or JavaScript.

This leaves implementers free to spend their time on other problems, opening up the possibilities to bring streaming media, business logic, and application integration into the mix. One of ICE's oft-cited weaknesses, interestingly, may end up being its strength in this regard. As specified, the ICE container can include any kind of data—a perceived problem for some. But this also means implemen-

ters can put just about anything into the ICE container. In addition to the syndicated content, the container could include messages for other receiving systems, such as back office applications, ERP systems, and more.

FROM DYNAMIC TO ACTIONABLE CONTENT

Some have taken to calling this kind of bundled content and business content “transactive content,” but that may well be too narrow a term, suggesting, as it does, content involved in monetized business transactions. By that definition the catalog copy can be “transactive” and so can the logo or .gif file that you click on.

It is perhaps more accurate and helpful to think of “actionable content,” which can be defined as shared information that drives business-to-business processes. It is the content that flows through the commerce chain, initiating and automating processes such as procurement, order management, supply chain planning, and product support. Actionable content is shared in the sense that it is exchanged among partners, suppliers, customers and distributors who each can contribute to it.

Consider a truck manufacturing company that syndicates its maintenance documentation. If a maintenance procedure changes, the manufacturer would be able to automatically send all its partners the updated documentation. It would be even more significant if the content was also distributed with relevant “actionable” information. For example, if the maintenance procedure was changed to use a different lubricant, information about the changed lubricant (for example who supplies it, how much is needed per truck model, and cost) could be communicated as well, and thus, the partners would be delivered updated content, along with data that they might route to their ERP systems. Viewed this way, syndication becomes a key component in supply chain integration.

Technology for syndicating actionable content provides a context for user action, such as ordering the repair kit to complete a maintenance procedure required in a Service Bulletin. This kind of syndication also can provide the context for system response; given existing business logic, that same repair kit can be ordered automatically if appropriate. Technologies that deliver actionable content, therefore, become the user-level and systems-level interface to the entire range of business processes in the commerce chain. Viewed this way, syndication indeed becomes, as Kevin Werbach wrote, nothing less than “the fundamental organizing principle for e-business.” Organizations that understand this, and act on it, will indeed profit from their efforts.

“...actionable content ... is the content that flows through the commerce chain, initiating and automating processes such as procurement, order management, supply chain planning, and product support.”

CONCLUSIONS

Syndication is clearly something to pay attention to. Whether you completely buy Werbach’s assessment, syndication is indeed a compelling new model for business. It applies to companies in all markets, making all kinds of products. And if it doesn’t apply to all of your business, it applies to a good percentage of it.

Business managers and IT should collaborate on infrastructure and application requirements. Collaboration is especially critical when "content" includes code and application services.

ICE, RSS or other industry XML DTDs should be used if they work for your needs, otherwise build your own. But keep it a simple XML application—this is not an overly complex project. The ICE Cookbook could be a good starting point for your IT organization. They can prototype applications quickly, and begin working with deployed XML shortly thereafter.

Use your imagination about possible new ways to improve supply chain service and efficiency and new business models for B2B and B2C environments. Imagine the idea five years ago of www.myaircraft.com for ordering airplane parts. It would have sounded preposterous, and now here it is.

Expect to see 'syndication' mature to buzzword status, but don't let that blind you to the possibilities. The idea of syndication as the creation and distribution of distinct products may simply reflect an incomplete conceptual transition from print to digital. Yes, electronic content may be easily searched, accessed across networks, updated as needed, controlled for security and access, and otherwise be more efficient and useful and less costly than older print models of supplying information. But efforts to deliver actionable content from its various sources to partner enterprises within the supply chain holds greater promise yet for syndication.

--Bill Trippe & David R. Guenette

INDUSTRY NEWS

Current news, old news (to January 1999), and commentary is available at www.gilbane.com/

ARTESIA RELEASES TEAMS 4.0

8/30/00

Artesia Technologies, Inc., announced the release of its TEAMS 4.0 software solution. The latest version of Artesia's digital asset management solution features increased support for streaming media applications, improved metadata management capabilities, and inclusion of new web-accessible functionality. With the addition of these features to TEAMS' existing enterprise-class architecture and support for all types of rich media, TEAMS 4.0 provides a platform for the management and use of digital assets within the Global 2000, media, entertainment, publishing, and dot-com markets. Artesia Technologies' TEAMS 4.0 provides a media-independent framework for the ingestion, management and re-expression of all types of digital content, including text, images, graphics, audio, video, Quark and 3-D raster images. Early releases of TEAMS 4.0 have already been in use, with general availability slated for this October. One of the principal new features of TEAMS 4.0 is its increased optimization for the management and delivery of streaming media content. Seamless integration with Virage Video Logger enables TEAMS 4.0 to automatically capture thumbnail proxies and key frames on import from Real, QuickTime, and Microsoft digital formats and easily export to these formats as well. Users will also benefit from being able to utilize multiple resolutions of a video asset while continuing to track and manage them as a single asset. In addition, the new Clip Identifier (CI) lets the user select a segment from a video storyboard and express it as a new asset. The Clip-Time Adjuster (CTA) makes it possible to manipulate video in and out points on a frame-by-frame basis. Finally, the Play Decision List (PDL) will use the XML-based SMIL recommendation to allow for selection and synchronization of parts of videos from many different sources. TEAMS 4.0 will also offer several other key enhancements, including fortification of its Web client framework through the use of standards-based J2EE JSP technology. www.artesiatech.com

MICROSOFT ANNOUNCES NEXT VERSION OF OFFICE & SHIPS TECHNICAL BETA

8/29/00

Microsoft Corp. announced the next version of its Office suite and confirmed that the new product's first technical beta has been sent to a select group of customers. The next version of Microsoft Office will be a major product release and will be the first Office suite to begin delivering on the Office.NET vision by integrating Internet-based services, enabling users to be more productive using Office with the Web. New features include: Smart Tags that appear on the screen while individuals work, providing useful information for completing tasks or accessing data; New Task Panes offer views that expose a wide range of new and popular features; Speech recognition; Hotmail and MSN Instant Messenger integration; Word Count toolbar; Application and document recovery; Document routing for review; Team workspaces; Excel and Access now support XML as a native file format and can easily import and export XML data; Extensible Smart Tag architecture; New tools for workflow and collaboration ("Tahoe"); and improved Web Components that enable Excel users to easily publish interactive Web pages that have data contained in spreadsheets, pivot tables and pivot charts. www.microsoft.com

We're sure there are many new interesting features, but if the "native" XML support for Access and Excel is well done it would be a big step forward and a very useful tool for information integration. Of course it would be nice to see the same level of XML support in Word – not a trivial task, but they should be up to it.

IKON & INTRANET SOLUTIONS TO BRING CONTENT MANAGEMENT TO PRINTING

8/29/00

IKON Office Solutions announced that it has formed a strategic relationship with IntraNet Solutions, Inc. IntraNet Solutions agreed to license its Web-based content management products, including its Intra.doc! software products, to IKON as the core architecture for IKON's Digital Express 2000, a document repository system with hosted document and customized order management capabilities. Digital Express 2000 features print-on-demand

and distributed printing options, allowing business users to send print jobs from their desktops via the Web for printing and distribution. In addition, IKON was awarded the exclusive right to sell IntraNet Solutions' Intra.doc! products to the graphic arts/commercial printing industry, as well as non-exclusive rights to market Xpedio, IntraNet Solutions' popular Web content management system designed for business-to-business customers, in the United States and Canada. Digital Express 2000 is scheduled for release in January 2001 as an ASP model for the graphic arts market.

www.intranetsol.com, www.ikon.com

This could turn out to be quite a boost for Intranet Solutions.

INTERWOVEN & TIBCO ANNOUNCE ALLIANCE

8/29/00

Interwoven, Inc. and TIBCO Software Inc. announced a strategic alliance to provide comprehensive solutions for business-to-business marketplaces and portals. The recently announced Interwoven Content Interchange Framework will include the TIBCO ActiveEnterprise e-business product suite as a key enterprise integration component, enabling Interwoven customers to manage content from their enterprise applications in real-time. The TIBCO ActiveEnterprise suite will enable joint customers to become real-time e-businesses by seamlessly integrating back-end systems such as ERP, product databases and customer databases, with their Web initiatives. Interwoven and TIBCO also announced that Interwoven's XML-based TeamSite Templating software will be integrated with the TIBCO ActivePortal product suite, delivering integrated content management and presentation for TIBCO's portal customers. TeamSite Templating allows easy content entry and tagging including tagging for use across multiple TIBCO ActivePortal-based sites. The TIBCO ActivePortal suite also works seamlessly with TIBCO ActiveEnterprise, enabling enterprises to leverage their integrated application network and B2B commerce infrastructure to provide an integrated, unique set of real-time content and interactive services to their portal audience. www.tibco.com, www.interwoven.com

LIAISON CONTENT EXCHANGE 2.0 POWERS ELECTRONIC CATALOGS WITH DESCRIPTIVE CONTENT

8/28/00

Liaison announced the availability of Liaison Content Exchange 2.0. Liaison Content Exchange automatically extracts, aggregates and rationalizes data, providing B2B exchanges with the descriptive content necessary to drive purchasing decisions. Liaison Content Exchange software is used by eMarketplaces and large manufacturers. eMarketplaces (trading exchanges) use Content Exchange to automate the process of building and maintaining substantial electronic catalogs consisting of thousands of suppliers and millions of products. Large manufacturers use Content Exchange software to automatically structure product content for e-procurement applications used by their customers, as well as private and third-party eMarketplaces and commerce portals. Liaison Content Exchange automates the gathering of data and is based on Adaptive Content Recognition technology that extracts content from Web pages and other sources, then transforms the content into structured data, greatly reducing the time and expense associated with gathering this type of information. Liaison Content Exchange 2.0 will be available in September directly from Liaison and solution partners. The software is licensed on an annual licensing basis, starting at \$140,000. The software requires a Pentium II 450 MHz processor, 256 MB of RAM, 6 MB of free disk space/250 MB for data capture and audit logs, ISDN 128 K, Microsoft Internet Explorer 5.01 or later, and Windows NT 4.0 SP 4 or later for operation.

www.liaison.com

INTERWOVEN LAUNCHES CONTENT INTERCHANGE FRAMEWORK

8/16/00

Interwoven Inc. announced the launch of Interwoven Content Interchange, a new framework that addresses the needs of the exploding B2B marketplace. The Interwoven Content Interchange Framework consists of three core elements: eBusiness Network Collaboration, Enterprise Integration, and Integration to Exchange-based Services. eBusiness network collaboration offers content management services across the extended enterprise. eBusiness network collaboration enables disparate

entities to share information and coordinate development in a secure, distributed environment. The framework includes an XML repository, distributed authoring and versioning, distributed XML-based workflow for inter-enterprise, advanced content replication and re-use, advanced XML syndication, index and search of XML-based objects, and directory service-based rights management. Enterprise integration includes the comprehensive set of eBusiness data adapters and catalog management services needed to access diverse information sources, drive content development and tagging, and format and deliver content to varying audiences. Leveraging the open, standards-based architecture of Interwoven and partner solutions, the Interwoven Content Interchange framework addresses connections back to supply-chain and legacy information. Exchange-based services include the set of value-added applications used to drive complex, document-driven transactions and supply-chain integrations over the Web using the collaboration services of an eBusiness network. Examples of content being exchanged in an e-business network include bid/offer, SKU's and product specifications, identity management, insurance and financial services, and logistics. www.interwoven.com

MICROSOFT ANNOUNCES OF BIZTALK SERVER 2000 BETA

8/14/00

Microsoft Corp. announced the public availability of the beta version of Microsoft BizTalk Server 2000. A member of the .NET Enterprise Server family of products, BizTalk Server 2000 will unite, in a single product EAI, B2B integration and the BizTalk Orchestration technology to allow developers, IT professionals and business analysts to easily build dynamic business processes that span applications, platforms and businesses over the Internet. BizTalk Orchestration technology builds on the Visio diagramming platform for building dynamic, distributed business processes, and an advanced orchestration engine for executing and managing those processes. BizTalk Server 2000 supports a multitude of transports and protocols in addition to XML, including EDI (X12 and UN EDIFACT), HTTP, HTTPS, Microsoft Message Queue Server (MSMQ), SMTP (e-mail), and flat file transfer. BizTalk Server 2000 also supports industry-standard security technologies such as public key encryption and digital signatures to ensure secure document exchange with trading partners, and XLANG, an XML-based language for describing business processes. The beta version of BizTalk Server 2000 is available immediately for download at www.microsoft.com/biztalkserver

OVERDRIVE ANNOUNCES FREE EBOOK AUTHORIZING & PRODUCTION TOOL FOR MICROSOFT READER

8/14/00

OverDrive, Inc. announced the release of its ReaderWorks Standard software which is available as a free download at www.readerworks.com. ReaderWorks Standard is an authoring tool that allows educators, authors, publishers, business professionals and others to convert their documents, text, images, or web content into Microsoft Reader eBooks. Concurrent with the release of the free Standard version, OverDrive also announced the release of its commercial eBook product, ReaderWorks Publisher. Publisher provides all the capabilities of Standard plus the ability to customize cover art and other title data used by resellers and eBookstores to promote, manage and protect digital rights for online sales. Publisher is available at the readerworks.com web portal at an introductory price of \$119, a 20% discount off the suggested list price. The announcement also included the release of ReaderWorks Software Developers Kit (SDK), Version 1.0, which provides an ActiveX toolset to automate the production of eBooks in Reader format, and allows developers to add "save as Reader" capacity to their applications or for development of large eBook conversion applications. ReaderWorks software brings point and click technology to the ePublishing industry for conversion of text, HTML, images, and other content to Microsoft Reader and Open eBook format. The Commercial ReaderWorks suite is designed to support marketing and metadata in XML, XrML, OEB, ONIX formats for eBook resellers. www.readerworks.com

EGRIL DELIVERS CONTENT MANAGEMENT TO THE MASSES

8/14/00

eGrail Inc. released the kernel of its commercial software product to the Open Source development community. The eGrail Source software will be available at www.egrail.org. This site will focus solely on providing technical services to Open Source developers. eGrail also announced its adoption of a hybrid business model that represents a new and improved approach for the building, distribution and support of Internet software. eGrail is committed to developing efficient Open Source software that can be produced at a lower cost than most vendors currently in the market. eGrail is an enterprise-capable content management software

that runs completely on Open Source infrastructure. www.egrail.com

This is welcome, but we're not sure "content management for the masses" is the right way to describe it. Open source content management tools for IT is probably more accurate.

ARCADIAONE & EASYPRESS TO OFFER CROSS-MEDIA PUBLISHING & SYNDICATION

8/14/00

arcadiaOne, Inc. and easypress announced a partnership to provide end-to-end publishing and syndication solutions. The integrated offerings will empower publishers to automate the way they acquire content from other publishers, and sell both aggregated and internally created content into virtually any digital media channel, such as Web, broadband, WAP, etc. As part of their agreement, easypress will offer both an ASP-style online service for electronic-syndication as well as resell arcadiaOne's Enterprise server, along with providing consulting and technology integration services to joint customers. The ASP service – easySyndicate Online – is powered by arcadiaOne, and will enable publishers to rapidly and cost-effectively automate distribution of selective and defined content to multiple media channels. To content creators, this opens up new opportunities to expand their distribution and market reach, while preserving their brand. www.arcadiaOne.com, www.easypress.com

INTRANET SOLUTIONS RELEASES XPEDIO 4.0

8/14/00

IntraNet Solutions announced the release of Xpedio 4.0, a new version of the Xpedio Content Management system with enhanced security and business personalization features for B2B and business-to-employee (B2E) customers. Xpedio 4.0 is designed to meet businesses' growing demand for the ability to contribute, manage, publish and personalize content for business Web sites more efficiently. Xpedio 4.0 includes Xpedio's two primary components - Xpedio Content Publisher and Xpedio Content Server. This upgrade enhances those components' ability to simplify and automate the contribution and conversion of any type of content, ranging from desktop applications to forms and reports, to any Web format, such as PDF, HTML, XML or WML, with new security, business personalization and Web site development

features. Xpedio 4.0's business personalization features are based on centralized user authentication and security mapping combined with business rules. Xpedio 4.0 enables security integration with popular existing systems, such as LDAP, NT, Netegrity and NDS, and allows extensible user information for greater business personalization. Additionally, Xpedio 4.0 provides HTML form-based contribution and HTML page preview for converted content. Xpedio 4.0 also includes query-driven publishing, which allows the system to automatically select and publish content based on metadata. Xpedio 4.0 will also include product modules available in Xpedio: Xpedio WAM, a system for managing Web assets, and Xpedio Reporter Parser, which parses reports from enterprise applications and converts them to XML, HTML, PDF or text formats for secure publishing to the Web. Xpedio 4.0 is shipping now and is priced from \$40,000-\$180,000 USD.

www.intranetsolutions.com

MOBILEQ LAUNCHES UPGRADE FOR SECURE, MULTI-DEVICE DELIVERY OF WIRELESS APPLICATIONS

8/11/00

MobileQ, Inc. announced an upgraded version of its software that enables companies to provide easier access to information and a more intuitive user experience for employees and customers using any wireless device. XMLEdge 2.5 is the latest iteration of MobileQ's enterprise-grade infrastructure software. Based on XML, XMLEdge enables companies to deliver banking, customer relationship management, road-side assistance and other vertical applications to numerous mobile devices. Companies can deliver information to users in a manner that is easy to manipulate, consistent across all devices, and optimized for the features and functionality of each appliance, enabling every user to work in a way that's most efficient and intuitive for them. XMLEdge is flexible enough to support any business application, from personal information management and messaging to custom line of business applications. The upgraded version allows enterprises to: Deliver data to the newest mobile devices, including Palm III and V through Omnisky, RIM 957 and 850, Compaq Pocket PC's and newly available WAP phones such as Nokia 7110. Support for Denso, Ericsson, HP, Mitsubishi, Motorola, NeoPoint, Nokia, Palm VII, Phillips, Qualcomm, RIM, Samsung and Sanyo were already included in XMLEdge 2.0; Ensure more powerful security through data encryption; Deliver applications in Far-East and European languages; Create applications from distributed data sources over multiple locations; Send alerts to mobile customers and

employees based upon personal settings; and tailor logging components to facilitate application and IT management while integrating with existing billing systems. www.mobileq.com

SUN & VIGNETTE JOIN FORCES

8/10/00

Sun Microsystems, Inc. and Vignette Corp. announced a comprehensive global agreement, including joint sales, marketing and engineering services, that will provide e-business hardware and software solutions for companies to build successful online businesses. The companies have agreed to jointly develop e-business solutions initially targeting the fast-growing new media and telecommunication markets, including wireless. With this agreement, Sun and Vignette have significantly expanded their relationship to deliver solutions based on Sun's Sun Enterprise servers, Solaris Operating Environment platform and Java 2, Enterprise Edition (J2EE) technology, and the recently announced Vignette V/5 E-business solutions. Companies will be able to leverage Sun's Java technology to integrate their existing applications with other third-party applications, including the iPlanet Application Server, through Vignette's recently introduced V/5 E-business applications. As part of the agreement, the Vignette solution will be incorporated into Sun's iForce Ready Centers, which will enable customers to gain hands-on experience to help them deploy scalable, extensible portal infrastructures combining e-commerce, relationship management, personalization, content management and workflow features on an e-business platform. www.vignette.com, www.sun.com

Note that this complements (from Vignette's point of view) the deal with IBM (see below).

ACCUE TO ACQUIRE PILOT SOFTWARE

8/10/00

Accrue Software, Inc. announced that it has signed a letter of agreement to acquire Pilot Software, Inc. The terms of the proposed stock for stock transaction have not been disclosed. Pilot Software develops Web-enabled decision support and business intelligence applications for the enterprise. This acquisition complements Accrue's existing applications for campaign, content, commerce and affiliate analysis by adding several new clicks-and-mortar applications for the analysis of merchandising, inventory, and operations for both on-line and Point-Of-Sale (POS) transactions. These applica-

tions provide instant access to detailed SKU information for markdown and promotions planning, pricing and cannibalization analysis, return on inventory, and stocks and returns. When coupled with Accrue's existing assortment optimization and seasonal demand profiling applications, Assort and Profile, clicks-and-mortar businesses can avoid unnecessary discounting, minimize out-of-stocks, exploit hidden buying patterns, and better personalize the buying experience to individual shoppers. www.accrue.com

XYVISION ENTERPRISE SOLUTIONS JOINS CITRIX NETWORK

8/10/00

Xyvision Enterprise Solutions, Inc. announced it has joined the Citrix Systems, Inc. Citrix Solutions Network as a Gold Solutions Provider. XyEnterprise will sell and support Citrix application server computing solutions, including the MetaFrame product to companies in the aerospace, automotive, high technology, financial, and commercial publishing markets. Through this agreement, XyEnterprise will offer its Parlance Content Manager and XML Professional Publisher (XPP) software solutions via Citrix thin client connections. This solution will provide users with remote access to desktop or server based applications such as Parlance or XPP without requiring the installation of client software on the local desktop. It will also enable XyEnterprise Professional Services to deliver a full line of customer services through remote system control, diagnostics and software updates. As a CSN member, XyEnterprise will provide consultation, installation, integration and support for the Citrix application server product line, which offers a high-performance, cost-effective way to deploy, access and manage business-critical applications throughout an enterprise. www.xyenterprise.com

SOFTQUAD JOINS ARIBA SUPPLIER INITIATIVE

8/10/00

SoftQuad Software, Ltd. announced that it has joined the Ariba Inc. supplier enablement initiative and will integrate its products into the Ariba B2B Commerce Platform using the Ariba Commerce Services Network (CSN). SoftQuad's XML-based content solutions, XMetaL and MarketAgility, combined with the Ariba CSN, provide suppliers with a single, Internet-based point of access and integration with buyers and marketplaces worldwide. Ariba CSN also provides SoftQuad's customers with efficient trading mechanisms and commerce processes such as systems integration services, global

supplier directories, sourcing tools, B2B auctions and reverse auctions, logistics and supplier enablement, electronic payment and streamlined transaction services. Further, SoftQuad will collaborate with Ariba on the continued development of cXML. SoftQuad will use cXML to integrate its B2B solutions with the Ariba B2B Commerce Platform. www.softquad.com

OPENTRAVEL ALLIANCE PUBLISHES PROFILE SPECS & SUBMITS THEM TO EBXML

8/10/00

The OpenTravel Alliance (OTA) published its Version 1 specifications that gives the travel industry one universal format for collecting and exchanging customer preferences among airlines, hotels, car rental companies, tour operators, travel agencies, and related services. The OTA customer profile has innovative features to make life easier for travelers. The common format allows the travel industry and its web sites to collect information on identification and preferences only once and exchange it with suppliers of travel services as well as their intermediaries. The specification lets customers define collections of travel service in terms of their own varied needs, such as business travel or the annual church retreat. OTA Version 1 also contains comprehensive privacy features that enable the customer to control any transfer of personal data. The built-in controls allow only specified parts of the profile to be exchanged. The specifications include DTDs, as well as many sample OTA messages. The drafts of these that were issued in February 2000 generated comments from all over the world, from both inside and outside the travel industry. The final specifications released today incorporate these, which have significantly strengthened Version 1. They can be freely downloaded from www.opentravel.org. OTA participates in the ebXML initiative to develop a single XML message infrastructure to facilitate communication between different businesses and industries in different countries. ebXML used OTA's draft sample messages as part of its proof of concept tests at its May meeting in Brussels, Belgium. As a further contribution to ebXML, OTA is providing its Version 1 specifications. OTA is keen to align its specifications with those in other industries, including the work of the CPExchange initiative, and sees ebXML as an effective way of doing this. With over 150 members representing influential names in all sectors of the travel industry, including air, car, hotel, travel agencies, technology providers and other travel related suppliers, the Alliance is comprised of five work groups air, car, hotel, leisure supplier, and non-supplier. These groups, together with an in-

teroperability committee to coordinate their efforts, are developing open Internet-compatible messages using XML data terms. www.opentravel.org

NETGENESIS ANNOUNCES WAP SUPPORT

8/9/00

NetGenesis Corp. announced support for analyzing customer behavior over WAP servers, helping e-businesses that market to wireless devices analyze and improve the success of campaigns. NetGenesis' Wireless InfraMarketing reports enable e-retailers, content providers and financial and B2B sites, to improve wireless marketing campaigns, content and e-commerce programs by analyzing crucial wireless E-metrics and making better business decisions around them. NetGenesis' InfraMarketing provides a clear snapshot of customer activity. It reveals customer behavior over time and provides predictive analysis, an analytic baseline to enable e-businesses to predict their customers' activity patterns and help them target their customers more efficiently based on these profiles. With predictive analysis, e-businesses can begin to anticipate what customers may buy and forecast purchase behaviors. InfraMarketing also allows e-businesses to measure InfraMetrics, the key metrics needed to succeed on the Web. InfraMetrics allow e-businesses to drill deeper into customer interests and segments to track individual behaviors and clickstream patterns for more effective marketing campaigns. www.netgen.com

EXTOL ANNOUNCES EDI-TO-XML INTEGRATOR RELEASE 5.0

8/8/00

EXTOL, Inc., announced the availability of the EXTOL Integrator Release 5.0 for AS/400 and Windows NT. The highlights of Release 5.0 are XML transformation, a new Web browser-based user interface developed in Java, Enhanced Formula Processing, and Internet Commerce security. The flagship feature of Release 5.0 is XML transformation, which takes standard EDI element IDs and converts them to XML tags. EXTOL creates and uses the XML style sheets that accompany the incoming documents, allowing any user to look at the data in a very readable format. An XML document can be processed as data, attached to e-mail, or sent as a fax. Release 5.0 introduces a new user interface for EXTOL Integrator 400 and EXTOL Integrator NT, reflecting the general industry trend towards Web browser-based user interfaces. Another key feature of Release 5.0 is Enhanced For-

mula Processing, which allows a user-defined formula (arithmetic or logical) to be applied to both inbound and outbound operations, reducing the need for external programming to process transactions. The EXTOL Integrator now ships with pre-written samples and many options for creating additional routines. Release 5.0 of the EXTOL Integrator includes support for EXTOL's Internet Commerce, a separately licensed product. This upgrade is a simple and automatic process. All existing trading partner definitions, transaction maps, and application file sets remain intact, without change. Any version of the EXTOL Integrator from Release 3.3 and higher may be upgraded to Release 5.0 in a single step. www.extol.com

NETSCAPE 6 PREVIEW RELEASE 2

AVAILABLE

8/8/00

Netscape Communications announced the availability of Netscape 6 Preview Release 2 via free download from www.netscape.com/download. Preview Release 2 includes: "Themes" allow users to change the look of the browser by applying different combinations of design elements or "skins;" Netscape WebMail access directly from Netscape 6 Mail combines the Netscape Mail application with the flexibility and connectivity of WebMail; A new strong-crypto protected Password Manager builds on the privacy and security offerings of Cookie Manager and offers users the convenience of streamlining and protected Password use across the Internet; and New My Sidebar features, including My Sidebar Central and My Sidebar Directory, as well as additional partnerships. Netscape 6 also features additional support for International users. Netscape Preview Release 2 is also available today in Japanese. German and French language versions will become available within 30 days. All releases allow users to easily switch language user interfaces, buttons and menus, and regional settings through a Language/Region Selector. Netscape 6 will also automatically detect character sets so users will automatically be able to view foreign language sites without being prompted to choose the appropriate character. In addition, international users can now access their existing US-based WebMail accounts through their localized browser. www.netscape.com

TIBCO ANNOUNCES ACQUISITION OF EXTENSIBILITY

8/3/00

TIBCO Software Inc announced it has agreed to acquire Extensibility, Inc. in a stock transaction val-

ued at approximately \$100 million. Extensibility software is used to design and process XML schemas, computer "vocabularies" that enable e-businesses to create and exchange complex digital documents and validate electronic commerce transactions. Combining TIBCO's current XML and schema management capabilities with Extensibility's leading technologies will allow customers to create entirely new types of software applications to more quickly and easily conduct business over the Internet. In addition to incorporating Extensibility's technologies into its own products, TIBCO will continue to market and enhance stand-alone Extensibility products. Completion of the acquisition is subject to customary regulatory review. The acquisition will be accounted for under the purchase method of accounting. TIBCO is in the process of evaluating the allocation of the purchase price to the assets to be acquired, which will include in-process technology that will be written off in the fourth quarter of fiscal 2000, and goodwill and intangibles, which will be amortized over the benefit period. www.tibco.com, www.extensibility.com

Whew!

IBM & VIGNETTE DEVELOP STRATEGIC ALLIANCE

8/3/00

IBM and Vignette Corp. announced a global strategic alliance to meet growing e-marketplace demands in retail, financial and NetGen (dotcom) sectors. The alliance integrates Vignette's V/5 E-business applications with IBM's WebSphere e-business platform. Together, the two companies will supply customers with e-business solutions that grow market share, reduce deployment times and provide the infrastructure for each stage of e-business development. The integration will enhance the family of WebSphere products, including WebSphere Commerce Suite and WebSphere Application Server, which currently provide a fully integrated middleware solution. The multi-year agreement includes joint marketing, services and helping Vignette to integrate on WebSphere Application Server. IBM and Vignette's initial focus will be in the retail, financial and "Netgen" (dot.com) industries, and both plan to expand to other industries in the coming months. The two organizations will jointly market Vignette V/5 E-business applications and the IBM WebSphere Application Server Platform, WebSphere Commerce Suite, IBM's DB2 Universal Database and are optimized for IBM's RS/6000 and Netfinity servers. Dedicated engineering, product marketing and quality assurance teams will manage the integration and optimiza-

tion of the entire integrated e-business solution. The Vignette V/5 E-business applications will fully support the IBM Application Framework for e-business – a roadmap for integrating Internet technologies with traditional information technologies. In addition, IBM Global Services will grow its worldwide services practice focusing on Vignette V/5's support of eCRM and e-commerce from 100 IBM services professionals to in excess of 500. Prospective customers will be able to visit IBM's Business Innovation Centers that will feature Vignette V/5 E-business applications. IBM experts in Vignette products will help customers identify, build, integrate, and deploy solutions that meet their specific business needs. The IBM – Vignette alliance is part of a developer initiative through PartnerWorld for Developers in which IBM forms strategic relationships with application developers. Under the initiative, developers gain access to new customers and revenue opportunities through IBM's extensive marketing, sales, and solutions resources. At the same time, developers lead with IBM's middleware, server platforms and services.
www.ibm.com, www.vignette.com

VERTICAL ANNOUNCES BETAS OF XML CATALOG ENABLER AGENT & XML DATABASE AGENT

8/3/00

Vertical Computer Systems Inc. announced the official beta release of two of its MLE (Markup Language Executive) Solutions Suite products: the XML Catalog Enabler Agent and the XML Database Agent. The XML Catalog Enabler Agent is directed toward B2B e-commerce applications, and the XML Database Agent is directed mainly toward internal operations of organizations. Both products enable advanced interoperability in B2B, B2G and B2C e-commerce. They are server-based tools that allow data to be fetched from an SQL relational database via http. Both work on Windows NT, Windows 2000 and Linux. The XML Catalog Enabler Agent will enable vendors to enter the e-procurement business quickly via XML. The general availability for these two products is scheduled for Sept. 30, 2000. www.vcsy.com

W3C ISSUES SCALABLE VECTOR GRAPHICS AS CANDIDATE RECOMMENDATION

8/2/00

The World Wide Web Consortium has issued Scalable Vector Graphics (SVG) as a W3C Candidate

Recommendation. Advancement of the document to Candidate Recommendation is an invitation to the Web development community at large to make implementations of SVG and provide technical feedback. Web designers have requirements for graphics formats which display well on a range of different devices, screen sizes, and printer resolutions. They need rich graphical capabilities, good internationalization, responsive animation and interactive behavior in a way that takes advantage of the growing XML infrastructure used in e-commerce, publishing, and B2B communication. Web designers demand vendor-neutral, cross-platform interoperability. SVG brings the advantages of XML to the world of vector graphics. It enables the textual content of graphics - from logos to diagrams - to be searched, indexed, and displayed in multiple languages. This is a significant benefit for both accessibility and internationalization. Related W3C specifications such as the Document Object Model (DOM) allow for easy server-side generation and dynamic, client-side modification of graphics and text. SVG also benefits from W3C technologies such as CSS and XSL style sheets, RDF metadata, SMIL Animation and XML Linking. In addition to being an excellent format for stand-alone graphics, the full power of SVG is seen when it is combined with other XML grammars; for example to deliver multimedia applications, hold business data, or render mathematical expressions. Bringing the XML advantage to vector graphics benefits all industries that depend on rich graphics delivery - advertising, electronic commerce, process control, mapping, financial services, and education all have immediate needs for SVG. The SVG Working Group consists of key industry and research players including, in alphabetical order: Adobe Systems, AOL/Netscape, Apple, Autodesk, Canon, Corel, CSIRO, Eastman Kodak, Excsoft, Hewlett-Packard, IBM, ILOG, IntraNet Systems, Macromedia, Microsoft, OASIS, Opera, Oxford Brookes University, Quark, Sun Microsystems, and Xerox. www.w3.org

There is a lot of support for the development of this, but there hasn't been much in the way of adoption yet.

SUN DELIVERS TOOLS TO HELP DEVELOPERS LEVERAGE XML FOR GRAPHICS

8/2/00

Sun Microsystems, Inc. announced the beta availability of the 2D graphics SVG generator software, downloadable for no charge at www.sun.com/xml. This easy-to-use tool, developed by Sun's XML Technology Center leverages the power and grow-

ing ubiquity of XML. XML's universal, standards-based syntax will play an important role in graphics rendering as well as data portability and usability, and Sun is meeting developer demand for the needed tools in these areas. Scalable Vector Graphics (SVG) is in development at the World W3C and is a file format that describes two-dimensional vector graphics in XML. SVG has many advantages over graphics formats in use today, such as JPEG or GIF. Since SVG is a plain text format, its files are readable and generally smaller than comparable graphical images. SVG images are also "zoomable" or "scalable", meaning users can zoom in on a particular area of a graphic, such as a map, and not experience any image degradation. Because SVG is scalable, SVG images can be printed with high quality at any resolution. Text within an SVG-based image, such as a city name on a map, is both selectable and searchable. Applications written in SVG can be made accessible through means for describing the visual information in textual detail. Lastly, SVG supports scripting and animation, which enables dynamic, interactive graphics. For more information on SVG, visit www.w3.org/Graphics/SVG. As well, Sun announced the availability of the SVG slide toolkit software, also available free of charge at www.sun.com/xml. This software is a collection of XML stylesheets and DTDs that help users to create XML documents that can be transformed into richly graphical, interactive SVG-based slide presentations. The software's advantage is that it allows for the separation of a presentation's content from its look and feel, enabling users to independently modify the content, the presentation style or both. <http://sun.com>

NAVISION RELEASES XBRL

SOLUTION

8/2/00

Navision Software announced that it has released its XBRL solution, one day after the publication of the official XML-based taxonomy. XBRL (eXtensible Business Reporting Language) is a free specification that first appeared on the financial and accounting scene in October of 1999. It uses a financial reporting specification, agreed upon by key members of the financial information supply chain that allows an open exchange of financial reporting data across all software and technologies, including the Internet. The XBRL coding contained in Navision Financials 2.50 will enable customers to more easily and efficiently connect and communicate with both competing products in the ERP space and complementary products such as Caseware. For example, a set of subsidiary offices using Navision Financials can now more quickly collaborate with a

parent office using a larger ERP system, while realizing significant time and cost savings. XBRL offers several key benefits: technology independence, full interoperability, efficient preparation of financial statements, and reliable extraction of financial information. Information is entered only once, allowing that same information to be rendered in any form, such as a printed financial statement, an HTML document for the company's Web site, an EDGAR filing document with the SEC, a raw XML file or other specialized reporting formats, such as credit reports or loan documents. www.navision-us.com

PORTAL WAVE PARTNERS WITH IDINI

8/2/00

Portal Wave, Inc. and iDini announced a strategic partnership to extend the Portal Wave Application Portal Server (APS) to the mobile workforce. iDini's wireless extension to APS enables access and transactional capability to enterprise applications via wireless PDAs or internet-enabled mobile phones. As partners, Portal Wave and iDini are working together to promote and sell the wireless extension of the APS to enterprise customers. Portal Wave is currently offering demonstrations of iDini's wireless extension. www.idini.com, www.portalwave.com

EXTENSIBILITY UPGRADES XML INSTANCE - SCHEMA-DRIVEN XML DATA EDITOR

8/2/00

Extensibility, Inc. announced the release of XML Instance 1.1. A schema-driven data editor, XML Instance can create, edit, and manage data-oriented XML business documents (i.e. instance documents), messages, and configuration files. It is a key component of the recently launched Turbo XML – the packaged suite of XML Instance, XML Authority and XML Console. This new release enables data from an ODBC data source to be imported and deployed throughout the organization as XML data – offering a means to integrate and reuse legacy information. In addition, XML Instance now features XSLT stylesheet transformation facilities, which provide full data management through the support of XSLT editing and processing. Through an XSLT stylesheet, an XML business document can be transformed into another XML business document or viewed in a HTML format on a web browser. This facility allows an organization to take data and present or use the information based on the specific needs of the business. New features include: XSLT stylesheet transformation facilities, data importing from an ODBC data source,

support for all encoding types supported by Java, improved namespace support, and new options for customizing document display. XML Instance 1.1 is available for free to existing users. XML Instance runs on Windows (95/98/2000/NT), UNIX, and Mac and is available for immediate download at www.extensibility.com/products/download.htm. Licensing is available for single users (\$99.95) and in multi-user x-packs (5-user \$449.95; 10-user \$849.95; 50-user \$3995.00). www.extensibility.com

KINECTA SIGNS PERCUSSION AS EMBEDDED SOLUTIONS PARTNER

8/1/00

Kinecta Corporation announced it has signed on Percussion Software as its newest embedded solutions partner. Kinecta is integrating its Kinecta Interact syndication platform with content management system vendors such as Percussion to facilitate the distribution of digital content and to help drive industry adoption of the ICE (Information and Content Exchange) protocol. Percussion Software will integrate Kinecta Interact with its Rhythmyx 2.0 content management platform to provide customers with an automatic content delivery solution. The combined solution will allow Percussion Software's customers to extend their online content initiatives while unlocking new revenue opportunities through increased content partnerships. www.kinecta.com

MICROSOFT ANNOUNCES PUBLIC BETA OF NEWEST XML PARSER

7/31/00

Microsoft Corp. announced the official beta release of its newest XML parser, which is available for immediate download from the MSDN XML Developer Center (<http://msdn.microsoft.com/xml/general/msxmlprv.asp>). This version of the parser, MSXML3, increases XML conformance over previous releases by achieving a pass rate of over 98 percent using the OASIS XML Conformance Test Suite. It also extends support for the Simple API for XML (SAX2) programming interface, making SAX2 accessible from the Visual Basic development system. This version of the parser marks the transition from "technology preview" to full beta, with general product availability scheduled for Web release in fall 2000. XML is a key technology of the Microsoft .Net Platform, and MSXML3 lays the groundwork for that vision by allowing developers to rapidly build and deliver XML-based Web services today. Since the last release just two months ago,

when SAX2 support was added, one of the most requested features was access to SAX2 from Visual Basic. Extending access to developers using Visual Basic is a reflection of Microsoft's commitment to delivering the features its customers demand in "Internet time." SAX2 is designed to enable fast and efficient processing of XML by allowing programs such as the Visual C++ development system, and now Visual Basic, to read, review and process XML files without having to load the entire document into memory. Microsoft released the first version of the new XML parser in January 2000 with updated versions posting in March and May. www.microsoft.com

NEXTRON SHIPS NEW RELEASE OF WEB CONTENT MANAGEMENT PLATFORM FOR SME MARKET

7/31/00

Nextron, Inc. announced the availability of Nextron Phase 4, the newest version of its Web content management platform for creating, editing and managing large numbers of small and medium-sized enterprise (SME) Web sites. The company also announced the availability of Nextron Applications, a family of e-business applications powered by Nextron Phase 4 that deliver low-cost e-commerce, e-marketing, and mobile business solutions for SMEs worldwide. Nextron Phase 4 and Nextron Applications are tightly integrated and packaged with high-touch professional services from Nextron to deliver a complete e-business solution to the SME marketplace. Nextron sells its products and services to global partners – including carriers, directory publishers (Internet, wireless and print), Internet and Application Service Providers, franchises and multinational corporations – that serve the SME market. Nextron's global partners integrate the Phase 4 platform into their Internet infrastructure to deliver low-cost, easy-to-use Internet and wireless solutions to their SME customers. Nextron Phase 4 (formerly "ICAS") is a software platform optimized for addressing the enormous size and demographic complexity of the SME global market. Nextron Phase 4 runs on Solaris servers and Oracle databases, supports multiple languages and currencies, and delivers design, administration and management functionality. Today Nextron also announced that it acquired ImpulseSale.com, a leader in location-based mobile applications, which will allow Nextron to develop and deliver mobile commerce applications for the SME market. Nextron plans to announce the availability of its first mobile application, code-named "Neo," later this fall. www.nextron.com

EPRISE ANNOUNCES ADAPTIVE USER INTERFACE TECHNOLOGY

7/31/00

Eprise Corporation announced that Eprise Participant Server fully supports wireless devices including those using Windows CE, Palm devices, and WAP phones. Eprise's adaptive user interface architecture allows many of these devices to not only receive content, but also participate in key content management processes, such as content contribution and user management. Eprise customers and partners alike will reap the benefits of Participant Server's ability to deliver and manage content for wireless devices the same way they may already be applying Participant Server to their current intranets and extranets. Participant Server operates as a Web server plug-in providing event-driven services for controlling content contribution, management, and distribution. No specialized server scripting language is required as all functions are accessible via easy-to-use Web browser forms. Integration agents for Microsoft Active Server Pages (ASP), Altaire ColdFusion, and Java technologies are standard. Enhanced LDAP support is included as are advanced features such as QuickForms content and style sheet management, and Workflow, which manage content update and approval status.

www.eprise.com

BRISTOL ANNOUNCES EXACTML 1.2; SUPPORT FOR XHTML & SUN SPARCOMPILER C++

7/31/00

Bristol Technology Inc. announced eXactML 1.2, a new release of its software product that is a fast way for developers to XML-enable their C++ applications. The latest version of eXactML now supports Sun Solaris SPARCompiler 4.2 and XHTML. eXactML XML-enables C++ applications by generating object-oriented interfaces for reading and writing valid XML content based on any DTD or schema. Using new parsing technology that claims to be at least 3 times faster than DOM, eXactML drastically reduces the time and expertise needed to support XML. eXactML 1.2 runs on Microsoft Windows platforms; the resulting source code can be compiled on Windows, Sun Microsystems Solaris and Red Hat Linux. A single developer license, including support and upgrades, starts at \$695 and can be purchased online at

<http://store.bristol.com>. An evaluation version can also be downloaded at

<http://www.bristol.com/exactml/erf.htm>.
www.bristol.com

JETFORM INTRODUCES WEB TOOLS FOR DYNAMIC E-DOCUMENTS

7/31/00

JetForm Corporation announced the JetForm Web Output Pak for creating and presenting real-time, dynamic electronic documents. This product enables companies to present e-documents in a Web-browser environment by efficiently transforming existing data from legacy systems into the Web-server environment. The Web Output Pak leverages ERP, legacy and line-of-business applications to produce professional-looking e-documents such as invoices, purchase orders, statements and more and presents them on the Web for a fraction of the printing and mailing costs typically associated with business documents. The Web Output Pak now gives the market both the ability to deliver documents in real-time, with up-to-the-minute information, and to dynamically control the look and feel of any document based on the data. This means information delivered is based on a customer's request, rather than relying on traditional paper batch processes that only offer snapshots in time. Dynamic forms can incorporate personalized messaging and targeted marketing into customer documents to up sell additional products and services. The Web Output Pak provides both the tools to create e-document presentation applications and the run-time environment to present documents on the Web. The Web Output Pak combines document templates with data to generate real-time, personalized documents, which can be presented in either HTML or PDF on a Web browser. The JetForm Web Output Pak is available immediately from JetForm and its authorized resellers. Pricing begins at US\$25,000 per server.

www.jetform.com

NETOBJECTS & LOTUS TEAM ON COLLABORATIVE E-BUSINESS APPLICATIONS

7/27/00

NetObjects, Inc. and Lotus Development Corp. announced a two-part agreement that will enable the rapid deployment of Web applications and e-Services. Under the first part of the agreement, Lotus will bundle NetObjects Fusion 5.0 with Domino Designer R5, an integrated development environment for building secure e-business applications. The scalable, easy-to-use and flexible drag-and-drop extensions of NetObjects Fusion 5.0 combined with the application development and delivery strengths of Domino Designer will enable enterprises to rapidly create and deploy powerful

dynamic Web applications. To enhance the integration features, NetObjects will develop a custom version of its Online View, which provides dynamic instant access to complementary e-services, Lotus and Domino resources, as well as other content from within the NetObjects Fusion application. NetObjects will also develop new Domino Design Components that leverage the features available in Domino R5 and make Domino resources highly accessible within NetObjects Fusion 5.0. The components will enable developers to bring advanced Web design techniques to Domino-stored content by enabling developers to insert views, forms, lists, searches and links into pages that can easily be uploaded to and served from the Domino database. Under the second part of the agreement, Lotus has the license to bundle NetObjects enterprise technology and products with selected Lotus solutions. Lotus will leverage its collaborative and e-business applications with the open architecture, visual design, and dynamic content creation of NetObjects enterprise Web applications. NetObjects and Lotus will provide enterprises with enhanced Web application tools that allow easy integration with Javascript, HTML, XML and rich media content. The Domino Designer bundle of NetObjects Fusion will be available in Q4 2000. www.lotus.com, www.netobjects.com

EPRISE & KINECTA INTEGRATE TECHNOLOGIES

7/26/00

Eprise Corporation and Kinecta Corporation announced that the two companies have integrated their respective technologies to enable Eprise Participant Server support for the Kinecta Interact platform. This integration will provide organizations with greater access to and management of diverse content distributed using the Kinecta Interact syndication platform. Integration with Kinecta Interact will allow content to be delivered to Eprise Participant Server's data stores via the ICE protocol. Eprise Participant Server acts as a digital asset repository and management system, empowering companies to create, update, and manage Web content by giving business users across the organization the ability to submit, edit, approve, and post content on the fly and then have it presented to the right viewer at the right time. Kinecta Interact enables companies to manage syndication relationships and the exchange of content between a syndicator and its subscribers. Integration of the two technologies will provide business users with the ability to syndicate content and the necessary tools to constantly update that content on their Internet, extranet, and intranet sites. www.kinecta.com, www.eprise.com

INXIGHT ANNOUNCES CATEGORIZER

7/26/00

Inxight Software, Inc. announced the immediate availability of Inxight Categorizer. Categorizer is an application that efficiently and automatically classifies unstructured information, such as web pages, e-mail, word processing documents, presentations and text, into pre-defined categories to significantly increase the quality and accuracy of online searches. Using patented technology, Categorizer takes classification beyond simple methods such as rule-based systems and pure pattern recognition techniques. Categorizer advances its technology by combining linguistic processing engines with patented mathematic algorithms. For example, the word "ground" can mean ground pepper, the ground that you stand on, or the ground for a wire. Categorizer is able to distinguish between the meanings of the three "grounds" in its context. Another example is the word "teach." Categorizer identifies and associates words that have the same meaning, depending on how the word is used, like teaches, teaching, and taught. Demonstrating contextual understanding of word "meanings" and relationships of words in sentences directly benefits the accuracy and speed of the categorization process. Moreover, Categorizer maintains its scalability even as the number of categories or documents grows. (For a detailed white paper on Categorizer, go to www.inxight.com/categorizer.pdf). Features of Categorizer include: Scalability to 100,000 documents per day with a single server; Supports over 70 major document formats including HTML, word processing documents, spreadsheets, presentations, e-mail files, Lotus Notes and plain text; True linguistic support for Western European languages; Out-of-the-box advanced natural language engine categorizes documents based on keywords, concepts and full language analysis; Accuracy improves automatically using an active category learning process; Built-in intelligence adapts to dynamic taxonomies; Supports Oracle data store for high-availability environments; and XML compatibility enables integration to most enterprise portal applications. Inxight Categorizer is available immediately through Inxight corporate sales. www.inxight.com

DOCUMENTUM & STARBASE ANNOUNCE PARTNERSHIP

7/25/00

Starbase Corp. and Documentum Inc. announced a formal integration partnership. The combined solution of Starbase's StarTeam and Documentum's 4i eBusiness Edition will enable cross-functional Web site teams to manage their code and content

in an integrated environment. This partnership marks the first in a series of planned technology integrations as part of Documentum's Open Source Code Integration (OSCI) initiative. Documentum's OSCI initiative facilitates integrations with application development vendors, enabling delivery of e-business solutions. The alliance calls for both companies to adopt each other's solution in their own environment. Starbase is currently implementing Documentum's 4i eBusiness Edition for the ongoing management of the Starbase Web site utilizing 4i's dynamic content personalization and management capabilities to manage and enhance the experience of Web visitors. Documentum uses StarTeam as its development management solution, managing its projects and releases within the StarTeam object-linking repository.

www.documentum.com, www.starbase.com

HR-XML CONSORTIUM WORKS TO STANDARDIZE PAYROLL TRANSACTIONS

7/24/00

The HR-XML Consortium, a non-profit organization dedicated to human resources (HR) data exchange, announced the formation of a new workgroup to standardize payroll transactions using XML. The first priority of the workgroup will be to develop a set of XML schemas to standardize communications between HR and payroll systems and also between payroll systems and third-party (e.g., 401K plan) administrators. Payroll providers, employers and HR companies are all encouraged to take part in the development of the new standards. Membership in the HR-XML Consortium and participation in the Payroll Workgroup is open to anyone involved in the payroll and/or HR industries, employers and vendors alike. Since the announcement of the workgroup at the HR-XML members meeting in Chicago last week, more than 20 HR and payroll providers came forth to contribute to this effort. Organizations and individuals interested in joining the Consortium, should visit

<http://www.hr-xml.org/join.html>

NOVELL ANNOUNCES AVAILABILITY OF DIRXML

7/24/00

Novell, Inc. announced immediate availability of DirXML, new integration software that makes possible new business solutions to accelerate a company's transformation to eBusiness. DirXML extends the capabilities of NDS eDirectory, allowing companies to fully integrate business processes

and existing applications across the enterprise. By combining directory technologies with XML, DirXML powers secure cross-platform and cross-network information exchange. Through its ability to deliver centralized control over a company's eBusiness processes, DirXML reduces network management costs and drives new opportunities to elevate relationships with clients and customers over the unified global network – one Net. Novell is offering a complete developer program on-line to train consultants and developers in the practice of developing drivers for DirXML. This training can be found at

<http://developer.novell.com/education>. Additionally, Novell is creating a comprehensive training and certification program that will be designed to ensure the correct deployment of DirXML-based solutions through qualified channel partners. Novell plans to make this available in the fall. DirXML is platform independent and only requires eDirectory, Novell's cross-platform directory service. It is available immediately through Novell Consulting Services and consulting partners. Novell plans to make DirXML available through Value Added Resellers in the near future. Pricing for DirXML includes the cost of eDirectory, which is \$2 USD per user, and is structured based on individual customer requirements. More formal pricing will be announced at a later date. Novell Consulting Services is available to help customers design and implement eBusiness solutions based on DirXML and eDirectory. www.novell.com

RIO LABS ANNOUNCES EDI TO XML TRANSLATION TOOL

7/21/00

RioLabs announced Version 1.8 of its B2B supplier enablement product suite, Proximal, with new support for two-way EDI transactions. Using Proximal, suppliers can integrate complex EDI purchase orders, pricing, and inventory transactions with exchanges such as CommerceOne and Ariba. RioLabs is able to support all domestic and international standards recommended by Rosetta, CommerceNet, and ebXML. www.riolabs.com

FORECROSS RELEASES L2X SMARTXML

7/20/00

Forecross Corporation announced the release of its L2X SmartXML Suite of software products and services to provide legacy to web data exchange without middleware. SmartXML provides the native software plumbing to enable large-scale e-commerce projects to succeed with a true second

generation technical solution. SmartXML inserts the functionality for XML data exchange directly into mainframe programs, eliminating middleware, decreasing costs and increasing business flexibility. SmartXML consists of a suite of software modules applicable to mainframe CICS programs, batch programs, reports, data file exchanges and support for mainframe programmers. SmartXML is available now as a part of Forecross service offerings. www.forecross.com

STARBASE & NEXUSGROUP ANNOUNCE PARTNERSHIP

7/20/00

Starbase Corporation and NexusGroup announced a strategic technology and marketing partnership. The partnership is designed to deliver eBusiness solutions to NexusGroup's list of Global 1000 customers. NexusGroup adopted StarTeam to manage their own portal development and will now market StarTeam as part of an integrated solution to manage the portal and Internet development efforts of its customers. NexusGroup will utilize Starbase's StarGate SDK to deploy complete portal solutions designed to integrate with eBusiness solutions from companies such as SilverStream and Macromedia. StarTeam enables NexusGroup to deploy the eVOLVE methodology and business processes without complicated configuration changes at customer sites. NexusGroup's custom StarTeam implementation enables efficient management of the portal's code, as well as the entire knowledge base, including proposals, marketing information and document templates. www.nexusgroup.com, www.starbase.com

RUNNING START ADDS JAVA/XML/WAP SUPPORT TO WEB CONTENT MANAGEMENT

7/19/00

Running Start Inc. announced it has added platform support for Java, XML, and WAP to its ArticleBASE Web content management, workflow, and dynamic publishing system. This next generation of ArticleBASE is scheduled to ship later this summer. Designed to leverage the latest technological capabilities in the Apple WebObjects 4.5 development platform, ArticleBASE adds support for Java, XML, and WAP. ArticleBASE 2.1's newly integrated XML and WAP support will allow data exchange with other XML-based applications and enables site access from any browser, PDA, or cell phone. www.running-start.com

WORLDWEB.NET SUPPORTS ORACLE8I FOR CONTENT MANAGEMENT

7/18/00

Worldweb.net, Inc. announced that it now supports Oracle8i and its predecessor, Oracle8. Through Expressroom I/O, users will be able to manage, deploy, and disseminate e-business assets residing in Oracle databases, and deliver information to a wide variety of devices including traditional web browsers, Net appliances, cell phones, pagers, Palm and BlackBerry wireless handheld devices. In addition, Worldweb.net announced that it is now a member of the Oracle Partner Program. This will allow Worldweb.net to better leverage the breadth of technical resources necessary to offer Oracle customers with a well-integrated XML/WML content management solution. www.worldweb.net

TRADOS ANNOUNCES ENHANCEMENTS TO TRANSLATION SOLUTION

7/18/00

TRADOS Incorporated announced a service release for Translation Solution Edition 3. The TRADOS product suite now offers a variety of new, mainly Web-driven, features. Translator's Workbench, TagEditor and WinAlign now support Active Server Pages as well as Java Server Pages. XSL stylesheets are used to transform XML information into various layouts and are a necessary prerequisite for developing Web-driven electronic documentation. The Translation Solution now provides support for Adobe FrameMaker 6.0 and Adobe FrameMaker+SGML 6.0 documents through the S-Tagger component. Other features include support for QuarkXPress 4.1 in Filter Pack. To provide further enhanced support for Asian languages, IME level 3 has been implemented in TagEditor. This means that users can type Asian characters and words with the same ease of use as in, say, Microsoft Word. New API functions and further enhanced support for Word 2000 offer more seamless integration and flexibility than before. www.trados.com

FACTIVA INTRODUCES SOLUTION TO INTEGRATE GLOBAL CONTENT INTO INTRANETS

7/18/00

Factiva unveiled Factiva Publisher. Part of a suite of content integration tools, Factiva Publisher integrates Factiva's global content into an organization's intranet. Factiva Publisher offers nearly 5,000 external information sources including The Wall Street Journal, Dow Jones and Reuters newswires as well as other content published in 12 different languages and stock quotes from 10 exchanges around the world. Factiva Publisher uses more than 1,300 XML-based Factiva Intelligent Indexing codes to tailor information from hundreds of sources across the globe. With the Editorial Interface, an organization has complete control of what is being posted to the corporate intranet. Articles can be tagged as "hot" and annotated with relevant commentary. The Administration Interface quickly and easily allows a content manager to monitor and measure usage. Factiva Publisher will be rolled out globally this month. Corporate Communication Managers, Information Professionals and CIOs – those responsible for managing and disseminating corporate intelligence throughout an organization – are the primary targets for this service. www.factiva.com

PROVENANCE & INTRANET SOLUTIONS TO PROVIDE WEB-CONTENT RECORDS MANAGEMENT

7/18/00

Provenance Systems, Inc. and IntraNet Solutions, Inc. announced a partnership to deliver an integrated solution for managing Web content and records. With this agreement, Provenance Systems and IntraNet Solutions provide a combined solution to government and commercial sectors that effectively manages Web content and the lifecycle of each associated record. Provenance's latest product, ForeMost Enterprise Enterprise makes it possible, easy, and affordable to provide a scalable records management infrastructure. Once deployed, it captures official business records from a variety of sources, such as e-mail, electronic document management systems, and Web sites. E-Businesses create records at a staggering rate, and though regulated industries, for example, have strict legal and business requirements for managing records, previously they could neither categorize nor manage such documents over the Internet. With Provenance's experience in records management and IntraNet Solutions' Web- content man-

agement capabilities, the two companies together solve the problem of preserving Web content as official records. Additionally, Provenance and IntraNet Solutions are pursuing certification of ForeMost Enterprise and Xpedio to meet the Department of Defense Design Criteria Standard for Electronic Records Management Software Applications (DoD 5015.2-STD). This standard outlines mandatory ERS software requirements for all DoD agencies. www.intranetsolutions.com, www.provsys.com

SILVERSTREAM XCOMMERCE NOW SHIPPING

7/17/00

SilverStream Software, Inc. announced the general availability of xCommerce, a family of B2B integration server products that leverages XML, enabling companies to quickly build, integrate and deploy powerful eCommerce applications. xCommerce is a unified, complete product line that allows business analysts and developers to use XML to combine online business applications with legacy systems and data - and extend these applications across organizations and their external trading communities. xCommerce solutions help companies streamline B2B processes by managing enterprise applications and transactions across extended supply chains. xCommerce provides a number of advanced capabilities that make it easier for organizations to develop and rapidly implement eCommerce applications. Its visual integration features allow non-programming users to quickly and effectively manage highly customized trading partner relationships. xCommerce offers application connectivity so organizations can easily integrate eCommerce solutions with any XML-enabled application, as well as proprietary, host-based systems. xCommerce deploys B2B solutions into J2EE application servers, delivering enterprise-level security, scalability and reliability. xCommerce consists of: xCommerce Designer, a highly visual XML development and integration environment; xCommerce Server, a Java framework for XML integration deployment and management; and xCommerce Enterprise Enablers, a suite of adapters that provide XML-based enablement of business systems running on a variety of platforms, including IBM mainframes, AS/400 systems, relational databases, and Java-based business logic. xCommerce Server is can be deployed with J2EE application servers running on Windows NT and Unix. In addition to supporting the SilverStream Application Server, xCommerce will also support IBM's WebSphere and other commercial application servers. These deployments exploit all native server capabilities, including thread management, connection pooling,

transactions, load balancing and failover. Additionally, xCommerce supports all emerging XML vocabulary standards such as RosettaNet, OAG, ebXML and cXML. xCommerce is priced at \$35,000 per server CPU. Each server CPU includes a 5-user license of xCommerce Designer, a runtime license to the SilverStream Application Server and the xCommerce Enterprise Enabler for JDBC. xCommerce is available immediately. Other Enterprise Enablers will be released during the remainder of 2000 and will be priced separately. www.silverstream.com

NEWS INDUSTRY ANNOUNCES BETA OF NEWSML V1.0

7/17/00

The news industry's technical standards body has launched v1.0 (beta) of NewsML and has called for trial implementations. At its Annual General Meeting in Geneva, over 50 participating members of the International Press Telecommunications Council (IPTC, approved the public release of the first version of NewsML, an XML-based standard for the management of multimedia news. The news industry is now encouraged to start development implementations while final support documentation is prepared ahead of a planned ratification of the DTD at the IPTC's October meeting in Amsterdam. NewsML is the result of an IPTC initiative which started in October 1999, when the membership established a new work program designated IPTC2000. The goal of IPTC2000 was to deliver an XML-based standard to represent and manage news through its life cycle, including production, interchange and consumer use. Basing their discussions on original working papers from both Reuters and Agence France Presse, and earlier research studies from dpa Deutsche Presse Agentur, the details of NewsML have been developed over the last nine months at a series of intense working group meetings held in Europe and America. NewsML is an XML-based standard for all aspects of multimedia news creation, storage and delivery. At the heart of NewsML is the concept of the NewsItem which can contain various media - text, photos, graphics, video, - together with all the meta-information that enables the recipient to understand the relationship between components and understand the roles of each component. Everything the recipient might need to know about the content of the news provided can be included in NewsML's structure. For example, NewsML enables publishers to provide the same text in different languages; a video clip in different formats; or different resolutions of the same photograph.

NewsML's rich metadata concept can help with things like revision levels that make it easy to track the evolution of a NewsItem over time, status details (publishable, embargoed, etc.) and administrative details, such as acknowledgements or copyright details. NewsML has default metadata vocabularies to ease implementations but it does not dictate which metadata vocabulary is used (IPTC subject codes, ISO country codes etc.) - providers just have to indicate which vocabulary they are using. Multiple vocabularies can be utilized within the same NewsItem. For text objects in a NewsItem, the IPTC's News Industry Text Format (NITF) can be utilized. The DTD for NewsML v1.0 (beta), together with a functional specification, supporting documents and background papers can be found at www.iptc.org/NewsML. The DTD is available as a rights-free standard but it remains the intellectual property of the IPTC. www.iptc.org

FILENET & ATG TO PARTNER

7/13/00

FileNET Corporation announced a joint sales and marketing relationship with Art Technology Group, Inc. (ATG). By working together, FileNET and ATG will be able to help joint eBusiness customers leverage real-time Web content for sophisticated online e-business solutions. This partnership brings together FileNET's Web Content Management and eProcess technologies to organize and access massive amounts of enterprise content and data, and integrate this information into eBusiness strategies using ATG Dynamo. By combining FileNET's Web Content Management with ATG's e-commerce and personalization applications, eBusiness customers will be able to leverage the vast amount of data that is continually being updated by FileNET-managed applications, and incorporate that data into dynamic Web sites powered by ATG Dynamo. In addition, using ATG's sophisticated business rules-based personalization-engine, eBusiness customers will be able to design targeted Web-based marketing applications that match profile and preference information with FileNET-managed information for advanced content targeting. www.FileNET.com

ATG now partners with a host of content management vendors. This could provide them some leverage into existing application environments (as opposed to Vignette and BroadVision who have their own content management solutions).

IBM ANNOUNCES WEB SITE PUBLISHING SOFTWARE FOR LINUX & WINDOWS

7/12/00

IBM announced the availability of software for the Linux operating system that helps people create and publish professional-quality Web sites. The announcement is IBM's latest initiative to support Linux throughout its portfolio of e-business software, servers and services. WebSphere Homepage Builder includes the necessary templates, tools and multimedia tutorials for creating and publishing Internet and intranet Web sites and pages in minutes. The software's easy-to-use features are designed to appeal to the ever-growing community using Linux as both a development platform and a Web server environment. WebSphere Homepage Builder for Linux will be available in North America and supports major commercial distributions of Linux. In addition, IBM announced the availability of WebSphere Homepage Builder for Windows, which was previously only available in parts of Asia. WebSphere Homepage Builder is the newest addition to IBM's WebSphere software platform – Web infrastructure software that helps companies at each stage of e-business development, from startup to handling high volume Web transactions typical of B2B e-marketplaces. Key features of WebSphere Homepage Builder for Linux and Windows include: A complete package for creating and publishing Web pages and sites; Over 100 pre-built, drag-and-drop templates; Over 2,000 ready-to-use images and sounds; Multimedia tutorial; WebArt Designer, a graphic design tool; and Web Animator, a graphic animation tool. WebSphere Homepage Builder Version 4 will be available in North America on July 31 for distributions of Linux including Caldera OpenLinux, Red Hat Linux, TurboLinux and SuSE Linux. IBM list price will be \$69.95, or \$59.95 without hardcopy documentation. WebSphere Homepage Builder Version 5, which includes new site design capabilities, will be available in North America on July 31 for Windows 95, 98, NT and 2000. IBM list price will be \$69.95, or \$59.95 without hardcopy documentation. IBM list upgrade price for competitive offerings like Microsoft's Frontpage, will be \$29.95, or \$19.95 without hardcopy documentation.

www.ibm.com/websphere

DUBLIN CORE RELEASES METADATA QUALIFIERS

7/11/00

The Dublin Core Metadata Initiative (DCMI), an organization leading the development of international standards to improve electronic resource management and information discovery, announced the formal recommendation of the Dublin Core (DC) Qualifiers. The addition of the DC Qualifiers enhances the semantic precision of the existing DC Metadata Element Set. The DC Qualifiers build upon the DC Metadata Element Set, which provides 15 categories to describe resources on the Web - a catalog card with new dimensions. Known as the Dublin Core, the metadata model has become the de facto standard for description of information on the Internet. For the past year, working groups of the Dublin Core developed these newly agreed upon refinements to the catalog card to give better access to information we seek. In essence, the new recommendations for Dublin Core Qualifiers increase the effectiveness of metadata by giving it finer granularity. For example, a publication's date, which would be the Dublin Core Metadata Element, may be further detailed as a particular type of date by using a Dublin Core Qualifier such as date last modified, date created, or date issued. The DC Qualifiers improve interpretation of metadata values and can be easily recorded or transferred into HTML, XML, RDF or relational databases. The evolution of DC Qualifiers draws from the input of many individuals across a broad array of disciplines. Users include museum informatics specialists, archivists, digital library researchers, libraries, and government information providers and a variety of content providers. Their efforts have led standards organizations, such as NISO (National Information Standards Organization) in the U.S. and CEN in Europe (European Committee for Standardization) to view the DC Metadata Element Set as a benchmark candidate for simple resource description on the Internet. More recently, new sectors, such as education and industry, have been attracted to Dublin Core's simplicity, multilingual scope, consensus philosophy and widespread adoption.

<http://purl.org/dc/documents/dcmes-qualifiers>,
<http://purl.org/dc/>

INTERWOVEN TO ACQUIRE NEONYOYO

7/11/00

Interwoven, Inc. announced a definitive agreement to acquire privately-held Neonyoyo, a developer of wireless technology which delivers targeted XML content rendered appropriately, regardless of device type. This acquisition supports Interwoven's strategy to accelerate time to wireless Web for its blue-chip customer base. Under the terms of the agreement, an aggregate value of approximately \$70 million in Interwoven common stock and cash will be exchanged for the assets, liabilities and capital stock of Neonyoyo. This transaction will be accounted for as a purchase and is expected to be completed in the third quarter of Interwoven's fiscal year 2000. The acquisition has been approved by the board of directors of each company and is subject to various closing conditions. Neonyoyo's technology strengthens Interwoven's product set by both enhancing and accelerating its wireless content management offering. Interwoven expects to make available products incorporating Neonyoyo technology in Q4, 2000. Neonyoyo was founded in 1999 by Vikram Nagrani, Arjun Khanna and Arun Chatterjee. The 20 employees, primarily engineers, will be integrated into the Interwoven organization as a separate wireless division, located in Austin, Texas. Vikram Nagrani, Neonyoyo founder and CEO, will become vice president and general manager of this newly formed division. Arjun Khanna and Arun Chatterjee will continue to spearhead the division's technology development effort. www.interwoven.com

INSO SELLS INFORMATION EXCHANGE DIVISION TO INTRANET SOLUTIONS

7/10/00

Inso Corporation announced that it has sold the Company's Information Exchange division ("IED") to IntraNet Solutions, Inc. for approximately \$55 million in cash. The exact net cash proceeds to the Company and net gain from the transaction will not be finalized until both parties have agreed to the post-closing balance sheet for IED. However, based upon the Company's preliminary post-closing balance sheet for IED, estimated transaction-related costs and income taxes, the Company's net cash proceeds are expected to approximate \$48 million, and the Company's net gain from the transaction is expected to be approximately \$38 million. www.ebt.com.

BLUESTONE ACQUIRES ARJUNA

7/10/00

Bluestone Software, Inc. announced that it has acquired Arjuna Solutions Limited of Newcastle, England for \$13.23 million. The acquisition of Arjuna adds to Bluestone's Internet Operating Environment an embedded, high-performance, pure Java Transaction Service. Transactioning technology is essential to ensuring the absolute completion and accuracy of business processes when a transaction is performed. Most traditionally associated with financial and telecommunications applications, a transaction engine is now increasingly required for virtually all e-business services to ensure that a company's multiple systems, from order management to shipping to billing, are accurately updated as a single complete transaction, and that the customer is readily informed of the transaction status. Bluestone plans to embed JTSArjuna into its Total-e-Business platform, as well as offer it as a stand-alone product, in the fall of this year. Initially launched as a think tank at the University of Newcastle, and later funded by Hewlett-Packard, IBM, Marconi, and Nortel, Arjuna researched and developed distributed object systems for transactioning and workflow in 1989. Arjuna became an independent software company in 1998, operating out of Newcastle and London. www.bluestone.com

POET ANNOUNCES ECATALOG SOLUTION FOR EMARKETPLACES & ASPs

7/10/00

POET Software announced the release of the POET eCatalog Suite-Service Provider Edition (eCS-SP). The new application, which began shipping at the end of June, is a multi-supplier solution designed specifically for ASPs and eMarketmakers. POET eCS-SP enables eMarketmakers and ASPs to provide suppliers with a user-friendly application for aggregating, cleansing and customizing their eCatalog content, using no more than a browser. The resulting eCatalogs, which are customized for each buyer or eMarketplace, are then distributed in any format, XML or legacy. This enables eMarketmakers to immediately connect thousands of suppliers and build instant liquidity for their eMarketplace. Until now, supplier access to eMarketplaces has required a significant investment creating a barrier to adoption for small- and medium-sized suppliers. POET eCS Service-Provider Edition lowers these barriers to entry, enabling small suppliers to compete fairly with the very largest suppliers. POET eCS-SP is an application that suppliers utilize through a Web browser. Each supplier logs

into the system and is presented with a secure work environment where they manage their catalog data, pricing and buyer information. This information is then combined to create custom catalogs that are tailored to the needs of each buyer or eMarketplace. This supplier self-service model is analogous to the ATMs employed by banks. The consensus among industry analysts is that the growth and ROI projected for eProcurement solutions and eMarketplaces is being constrained by a dearth of eCatalog content. POET eCS-SP solves this problem by providing "instant enablement" by any supplier with a Web browser. POET eCS-SP enables the supplier and eMarketplace to share responsibilities based on their needs and their level of sophistication. For example, some suppliers may simply upload a catalog. While others may choose to create cleansing rules, map to various commodity codes, build sophisticated pricing schemes and more. Similarly, eMarketplaces can use POET eCS-SP to create and schedule cleansing rules across their suppliers to normalize data, cleanse individual supplier eCatalogs and more. POET eCS-SP provides the power, flexibility and ease-of-use necessary to support this sharing of responsibilities between eMarketplaces and suppliers. For ASPs, POET eCS-SP provides an attractive lure for new customers, and a supplemental revenue stream from existing clients. With the Fortune 1000 eProcurement implementations taking root, and B2B eMarketplaces gaining acceptance, the pressure on lower and middle tier suppliers to become eCatalog-enabled will continue to rise. POET eCS-SP allows ASPs to offer a comprehensive eCatalog management solution to any supplier, with built-in format adapters for Ariba, Commerce One, and SAP. Highly configurable, eCS-SP can be tailored by the host Service Provider to reflect the attributes, conventions, and jargon of vertical industry suppliers, or targeted horizontally at the suppliers of a single enterprise. eCS-Service Provider Edition is available immediately.
www.poet.com

INGENIUX UNVEILS XPOWER INTEGRATOR FOR WIRELESS PUBLISHING

7/10/00

Ingeniux Corporation announced the beta release of XPower Integrator, an XML application for publishing legacy data to the wireless web. The XPower Integrator pulls information from existing content management systems or databases and delivers it to wireless devices using Ingeniux's

XPower Server. The XPower Integrator provides a set of tools for querying and aggregating data sources, converting the data to XML format and delivering it to wireless devices. Companies can use the XPower Integrator to pull information from existing content management systems and make immediate use of it, without going through a painful conversion process or throwing away investment in previous technology. The Integrator supports familiar XPower features like Dynamic Device and Dynamic Branding, putting existing content on new devices and sharing it with other brands. XPower is currently available for Microsoft Windows, and will soon be available with support for Java and Unix. The XPower Application Suite is available now from Ingeniux and XPower Partners.
www.ingeniux.com

NETLIBRARY PROVIDES FREE OFFLINE EBOOK READER

7/7/00

netLibrary Inc. announced the availability of the netLibrary eBook Reader, a free personal software application that users can download to their PCs to read eBooks without being connected to the Internet. netLibrary distributes full-length digital versions of publishers' books that can be searched, previewed, and accessed over the Internet. Currently, patrons of more than 1,000 academic, K-12, corporate, and public libraries around the world have access to eBooks through netLibrary. The netLibrary eBook Reader enables those library patrons to check out eBooks from their library's eBook collection, download them to their PCs, and read them offline. This capability is paired with netLibrary's online eBook reading solution, which enables searching, previewing, and checking out eBooks through a Web browser and live Internet connection. netLibrary also is working to make its publishers' eBooks available through additional eBook reading platforms such as the Glassbook readers for PCs and the Peanut Reader for Palm and Windows CE handheld computers. The netLibrary eBook Reader(TM) is available now as a free download from the netLibrary Web site. The software application requires approximately 5.5 megabytes of hard disc space, and takes about 20 minutes to download on a 56k modem. The hardware requirements for running the netLibrary eBook Reader are a Pentium 100 or equivalent processor, 32 megabytes of RAM, and 20 megabytes of free hard disk space, and Windows 95/98/NT 4.0 or greater. www.netLibrary.com

CELL NETWORK PARTNERS WITH VIOMA FOR CONTENT MANAGEMENT

7/5/00

Cell Network and VIOMA AB are investing jointly in VIOMA's Content Manager—a new concept for managing and structuring information, design and function in complex web and mobile solutions. Cell Network will be responsible for consultancy work to implement and integrate business solutions based on VIOMA's products. VIOMA is a Swedish software company that develops dynamic, flexible Content Management solutions and mobile Internet platforms for companies and organizations. VIOMA's main product is VIOMA Content Manager, which gives companies and organizations the possibility of assembling, structuring and controlling information of many different formats in one database. The program is based entirely on XML and Java technology. The system is independent of the customer's graphic design and business logic, the format of the content and the distribution media, and gives the customer complete control over their information management. www.bit.se

BACK ISSUES

Issues less than a year old are usually available in both print and PDF for \$45. Sometime there are special offers at www.fatbrain.com (just search for "Gilbane"). Issues from 1993 thru 1998 are \$15 if in print. See www.gilbane.com/back_issues.htm for more information.

Volume 8 — 2000

- Number 6 **Digital Rights Management: It's Time to Pay Attention**, *David R. Guenette*
- Number 5 **E-catalogs: Strategic Issues for Suppliers**, *Frank Gilbane*
- Number 4 **Content Management: Application vs. Application Server Solutions**, *Bill Trippe*
- Number 3 **XML on the Front End: Connecting People & Processes in B2B E-commerce Environments**, *Mary Laplante*
- Number 2 **ASPs, Content, & Code**, *Frank Gilbane*
- Number 1 **XML, EDI, Content, & Commerce**, *Bill Trippe*

Volume 7 — 1999

- Number 10 **E-commerce Evolution & Content Strategies**, *Frank Gilbane*
- Number 9 **XML at Work — Technical Publishing**, *Bill Trippe*
- Number 8 **Understanding Microsoft's XML Strategy**, *Frank Gilbane*
- Number 7 **The IMS, Metadata, and Web-based Learning Resources**, *Richard Vacca*
- Number 6 **Repository Solutions — Which Category is Right for You?**, *Frank Gilbane*
- Number 5 **XML vs SGML: A Cautionary Tale**, *Mike Maziarka*
- Number 4 **Rich Clients & Office 2000**, *Frank Gilbane*
- Number 3 **Procurement, Nets and Butterflies: Content Applications for New Web Business Models**, *Mary Laplante*
- Number 2 **Metadata, ICE, & New Horizons**, *Tim Bray, Bill Trippe*
- Number 1 **Dynamic Content, XML, and Electronic Commerce**, *Frank Gilbane*

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CALENDAR

The 8th Dublin Core Metadata Initiative Workshop, October 4-8, Ottawa, Canada, +1 (613) 947 0617. Hosted by the National Library of Canada and the International Federation of Library Associations and sponsored by OCLC, the Coalition for Networked Information, and the National Science Foundation, and will help shape the future of metadata, implementation and evolution of the standard.

XML ONE London, Oct. 18 - 20, 2000, Queen Elizabeth II Conference Centre, Broad Sanctuary, Westminster, London, UK. +44 (0)1306-631-331. The UK version of the XML One series targeted at developers.

XML Asia Pacific 2000, October 31 - November 3, Sydney, Australia, +61 (02) 9262 4777. "The Event for XML/SGML Professionals". The 7th annual regional version of the original XML event. Allette Systems and the GCA.

XML DevCon Fall 2000, November 12-15, 2000, Doubletree Hotel, San Jose, (212) 251 0006. A conference and expo covering XML issues and tools for the developer community. The *Gilbane Report* is a sponsor of this event.

XML & e-business Integration Forum, November 20-22, Palais de Congrès, Paris, France, + 33 (0) 1 43 48 05 25. The third annual TechnoForum event covering the use of XML for all kinds of e-business applications. The focus is on application and information integration. The *Gilbane Report* partners with this event.

XML 2000, December 3-8, Marriott Wardman Park Hotel, Washington DC, +(703) 519 8190. The oldest and most diverse annual gathering of the XML community. Produced by the GCA. The *Gilbane Report* is a sponsor of this event.

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