

# THE GILBANE REPORT

Vol. 9, No. 8  
October, 2001

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

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

Content, Computing, and Commerce – Technology & Trends

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

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

Associate Editors:  
Bill Trippe  
[bill@gilbane.com](mailto:bill@gilbane.com)  
(617) 497.9443  
David R. Guenette  
[david@gilbane.com](mailto:david@gilbane.com)  
(617) 868.6093

Contributors:  
Sebastian Holst  
[sholst@artesiatech.com](mailto:sholst@artesiatech.com)  
(301) 548-4020  
Mary Laplante  
[mary@fastwater.com](mailto:mary@fastwater.com)  
(412) 264.8432  
Mike Maziarka  
[maz@capv.com](mailto:maz@capv.com)  
(781) 871.9000

Production Assistant:  
Sarah G. Dionne  
[sarah@gilbane.com](mailto:sarah@gilbane.com)  
(617) 497.9443

Subscriptions:  
[sales@gilbane.com](mailto:sales@gilbane.com)  
(617) 497.9443

Customer Service:  
[customerservice@gilbane.com](mailto:customerservice@gilbane.com)

Consulting Inquiries:  
Steve Paxhia  
[steve@stratadatapartners.com](mailto:steve@stratadatapartners.com)  
(617) 868.4668

Speaking Engagements:  
[speakersbureau@gilbane.com](mailto:speakersbureau@gilbane.com)  
(617) 497.9443

## UNDERSTANDING WEB SERVICES

Many of the goals of Web Services have been around since long before the Web. *Distributed object computing, object-oriented programming*, and related efforts were aimed at more efficient ways to share code and content across networks (although “content” was not an “in” term then, the code still had to act on something). It now seems hard to imagine that those early goals could ever be achieved without *at least* the Internet infrastructure we have today combined with the phenomenal success of XML. Not that we have everything in place that we need, but widespread sharing of code and content is now easily conceivable and in some cases practical.

The easiest way to convince yourself how important web services will be is to think about them in the context of the computing and communication. Web services will eventually be revolutionary because they will do for communication between computing applications what the Web has done for communication between applications and humans.

While the ultimate effect of Web Services will be profound, there will not be an overnight revolution. As you will see in this month’s article by Sebastian Holst (now a regular contributor) there are still some barriers to widespread adoption. At the same time, you need to understand the impact Web Services will have, and can have, on your IT strategies. Sebastian’s article will help you understand enough about Web Services to start planning.

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# UNDERSTANDING WEB SERVICES

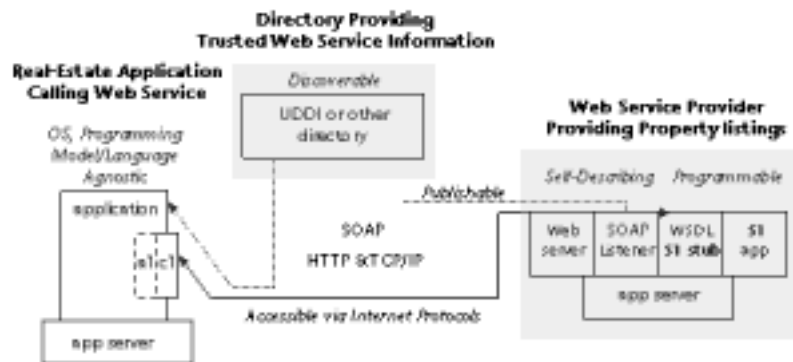
Web services are most likely going to be the next *next big thing*, and in some (developer) circles already are. Of course, there are very few things that are less appealing in today's climate of economic and political uncertainty than another *next big thing*. Databases, object-orientation, the Internet, and their ilk were *big* because of the technical, organizational, economic and cultural discontinuities they implied. Web services promise to have this kind of impact. Will they? What should you do? And when should you do it?

A basic understanding of the underlying technologies, relevant standards and commercial activity to date can paint a fairly complete picture of what web services should be able to do and when. In this article we provide you with the basic information you need to determine the affect of web services on your IT strategy, including what web services are, how to think about an adoption strategy, what the barriers to adoption are, who is involved, and how web services relate to content management.

## WEB SERVICE BASICS

Most web use today involves human interaction with some form of browser or front-end application. Web services are intended to connect applications and processes to one another over the web without requiring human intervention. Like object-oriented technology and earlier distributed computing technologies that have preceded web services such as DCE/RPC and CORBA, web services imply a significant shift in development methodology, environments and skill sets. Understanding the basics of web service functionality and the functional hurdles that must be overcome are an important first step in forecasting their rate of adoption and the impact they are likely to have.

**Figure 1: Simplified interaction of an application with a single web service.**



**Figure 1 Scenario:** An application has a need to generate a list of properties for sale in a given geography matching a particular set of buyer criteria for further processing and publishing. Rather than write an application that connects to a back office system, the developer includes a call to a web service. "a1" is the application-specific code that builds the buyer criteria and processes the results.

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"c1" is the stub built and supplied by the developer of the real-estate web service. It is included into the "application." "S1 stub" is the standard service-side stub that describes and serves as the wrapper enclosing the actual application that generates the real-estate property list. "S1" is the actual application that does the work of the web service.

## Essential Characteristics

The very simple real-estate example is intended to highlight the essential characteristics of a web service as a source for either data access and/or processing functionality. These include:

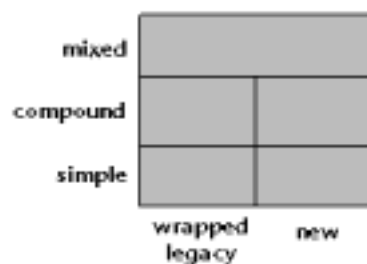
**Discoverable and Publishable:** A developer and ultimately an application can look to a public directory to search for and select one or more web services. UDDI (Universal Description, Discovery and Integration at [www.UDDI.org](http://www.UDDI.org)) is one early web services repository that is emerging as a reference prototype. Web service providers register their services with one or more directory services that would then be published for use.

**Self-Describing:** In order to automate the publishing of services over the web, a mechanism to describe the interfaces and capabilities of a web service is required. The current specification under consideration by the W3C is WSDL (Web Services Description Language).

**Accessible via Internet protocols:** This is what puts the "web" in web services. While there are a number of protocols that have been developed, the one that is getting the most attention seems to be SOAP (Simple Object Access Protocol). Its most significant feature is that it solves the problem of communication through firewalls permitting web services to be offered from virtually any location. SOAP provides the definition of an XML document that can be used for exchanging structured and typed information. It operates in a decentralized, distributed environment. SOAP does not care about the semantics of any application-specific data it conveys. However, SOAP provides the framework by which application-specific information may be conveyed in an extensible manner.

**Programmable:** Web services can be developed in any programming language and will include legacy applications wrapped in web service protocols. Web services can utilize other web services so that there is a notion of compound web services. Compound services that include both new web services and web service interfaces to existing applications will also be developed.

**Figure 2: Mix of web service flavors**

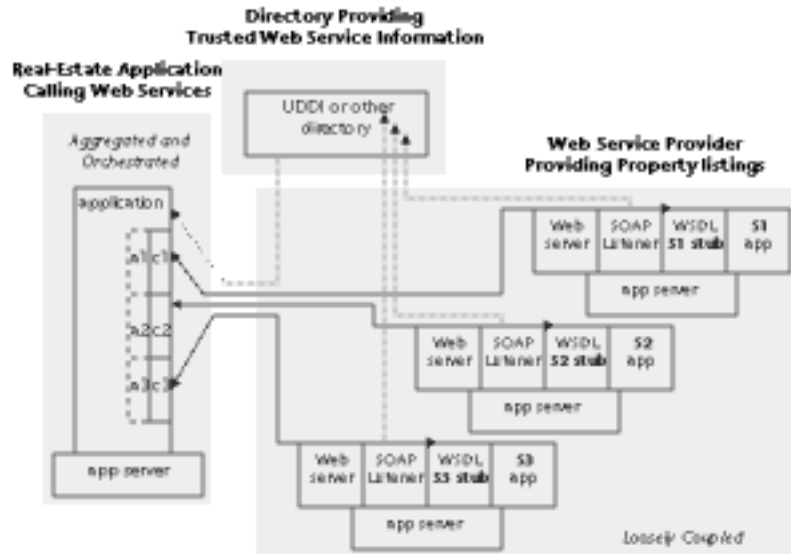


**Environmentally Agnostic:** Last but not least, web services would not be true to the spirit of the web if the design did not guarantee openness and portability.

## MULTIPLE WEB SERVICES

Now let's look at a slightly more complex example that incorporates multiple web services.

**Figure 3:** Expanded interaction of an application with 3 web services.



**Figure 3 Scenario:** The real-estate application developer now needs to include real-time pre-qualification for financing and a meeting planner to coordinate property showings. Different web service providers offer these two significant pieces of functionality as web services. While the basic integration is the same, the resulting application has now become significantly more complex.

Another key web service characteristic surfaces in this slightly extended scenario:

**Aggregated, coordinated and loosely coupled:** It is expected that applications will include multiple web services offered within and across firewalls, developed internally, by trusted partners and by third parties selected at runtime via trust rankings brokered by reputable service directories that aggregate and rank web service providers.

### The Bottom Line

Web services offer developers a distributed and loosely coupled computing environment like none before. Its agnostic architecture, potential to work cleanly across firewalls and reasonably clean fit with the full family of XML recommendations positions it to be the catalyst that connects worldwide computing as today's web has transformed interactive applications.

# WEB SERVICE ADOPTION

IT strategies based on web services will be many and varied, and for some time most will include components from legacy and partially web-servicized implementations.

**Figure 4: Incremental approach to web service deployment**

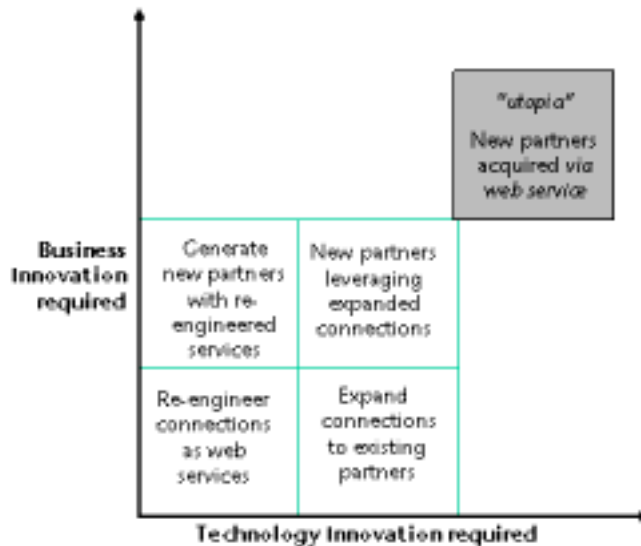


Figure 4 provides a likely stepwise approach to full web service adoption. The most prudent approach to web service deployment begins with the wrapping or re-implementing of existing services as web services. These would most likely be offered to existing consumers of the pre-web service. Once the basic connections are validated, web services can enable growth in two directions: the deployment of new services and the expansion of the service offering to new customers. The assumption is that the business terms and the connection of the service to the development environment are achieved outside of the directory service. The ultimate scenario (utopia) is a world where both the development environment and the business practices trust web service directories to accurately and reliably offer descriptions, locations and connections to web service providers not previously known to the consumer of those web services. This last scenario is both the most interesting and the furthest away.

## REALITY CHECK

There are numerous technical possibilities, scenarios and proposals that could alter the evolutionary path of web services, but a detailed discussion of each of the underlying technological components and the associated candidates for their standardization are beyond the scope of this article.<sup>1</sup> However, it would be mis-

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<sup>1</sup> For those technically minded readers, W3C.org has its typically excellent material and links to other specialty sites. A good place to start is in the XML Protocol Working Group.

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leading to move off of the technical discussion without a short nod to three significant outstanding issues that must be overcome before web services can become truly ubiquitous, dynamic and open.

- Emerging *standards are still under development* with debate likely to be fierce over whose intellectual property ultimately drives the web service revolution. Therefore, there is a high potential for significant changes in web standards and technology holdouts that continue to deliver attractive non-standard web services.
- Complete *lack of tools or established workflow* to support the ultimate vision of dynamic, widely distributed web services. While there are a number of development environments that facilitate the development and use of web services, there is still a long way to go before web services can be dynamically found, evaluated and incorporated into trusted applications.
- Many *security and trust issues remain*. Standard security functionality such as authentication, authorization, privacy and non-repudiation are mostly incomplete and in some cases nonexistent within web services and the directories that publish and describe them. Fear of bad data, unpredictable behavior or web services that have “side effects” will remain significant obstacles moving mission critical applications to dynamic, web service-based platforms.

## WHO IS DOING WHAT?

There has been a lot of work done on developing the architecture and standards in support of web services and yet there is still a lot of work to be done. In spite of the relative immaturity of web services, or perhaps because of it, there are numerous competing web service initiatives including every size of technology vendor from the boutique to the world’s largest technology corporations. Many are simply working to “web service enable” the software and/or content they currently license. Others are working to offer more comprehensive web service environments that include everything from the tools to build web services, the directories to publish them and a growing collection of web services that are available to embed. A selected list of the latter “comprehensive” category includes:

**Bowstreet:** Bowstreet is extremely focused on developing a scalable web service platform, web service application development tools and a directory of available web services. As early evangelists that have placed a big personal bet on the value of web services, [www.bowstreet.com](http://www.bowstreet.com) is an excellent place to begin in inquiry into commercially available web services and the components required to build and to provide them.

**Hewlett Packard:** HP was an early supplier of *non-standard* web services under the e-Speak umbrella. Today, they are actively re-implementing their earlier web service product line utilizing the emerging web service standards and marketing this updated web services offering as the hp web services platform. Visit [www.hp.com](http://www.hp.com) and search the site for web services.

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**IBM:** IBM's Websphere is an early mover in delivering infrastructure and tools to develop and deploy web services. Like most other players at this high-end, IBM is struggling to grab mind share away from Microsoft. For a discussion of IBM's web service offerings, visit [www-4.ibm.com/software/solutions/webservices/](http://www-4.ibm.com/software/solutions/webservices/). For IBM's view on how Websphere compares to Microsoft's .NET, visit <http://www-4.ibm.com/software/webservers/studio/msnetreview.html>.

**Microsoft:** Microsoft has taken a very aggressive position on web services offering technology, directory services and development tools. For Microsoft's own view of web services and how they form the basis of .NET, visit [www.microsoft.com/net/xmlservices.asp](http://www.microsoft.com/net/xmlservices.asp). .NET My Services (originally code named Hailstorm) is the first complete offering from Microsoft with a focus on individual users rather than enterprise services. Microsoft would be quick to point out that many of the individual services have an application to a user's work environment, but they are nevertheless focused on personal productivity.

**Oracle Corporation:** Oracle has also aggressively moved into the web service platform market with Oracle9i. While touting support for all of the emerging web service standards, much of the key functionality such as the registry and the processing of web and fulfilling of web service requests remain embedded within the Oracle9i platform. This is not a necessarily bad thing given the relative immaturity of web service standards, it is just important to appreciate that Oracle9i has not yet achieved the (utopian) open, dynamic, loosely coupled web service environment outlined earlier. Oracle offers a fairly thorough description of 9i's web service functionality at [http://otn.oracle.com/products/dynamic\\_services/htdocs/ds\\_wp\\_deploy\\_and\\_manage/ds\\_wp\\_deploy\\_and\\_manage\\_1.html](http://otn.oracle.com/products/dynamic_services/htdocs/ds_wp_deploy_and_manage/ds_wp_deploy_and_manage_1.html)

**Sun Microsystems:** Surprisingly, Sun has come a little late to the party giving others (most notably, Microsoft) a head start in defining the web services landscape. Regardless of the timing, Sun's Sun One initiative certainly qualifies as a comprehensive web service platform that is likely to scale as well or better than any other offering and to be supported by numerous middleware suppliers. For more information on Sun One, visit [www.sun.com/software/sunone](http://www.sun.com/software/sunone). For Sun's perspective on the differences in technology and approach between Sun One and .NET, visit [www.sun.com/software/sunone/whitepapers.html](http://www.sun.com/software/sunone/whitepapers.html) and select "J2EE vs. Microsoft.NET."

It is evident that there is little debate among the vendor community that web services are going to be very big indeed and that becoming a preferred supplier of web service infrastructure will be as significant a battle as the operating system, DBMS, and browser wars of the past.

## CONTENT MANAGEMENT IMPLICATIONS

In the real estate use case outlined here, the first service that was suggested was a service that provided property listings. This is a simple content service where the technology required was a simple DBMS query; the value of the web service was in the content it offered. The second web services was a meeting scheduler – an application that relies less on a data warehouse and whose value is found in its processing capabilities. The final web service offered pre-qualification on a mortgage – depending on how sophisticated the pre-qualification, this hybrid service might have combined content (credit history) with processing power

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(loan acceptance criteria mapping prospective buyers to specific properties). The first point to be made is that virtually all envisioned web services include some measure of both content and processing power. The second point is that there may be a difference in level of effort and the value proposition depending on the degree to which a web service is valued because of the content it provides or the results of its processing engine.

Will content providers have an easier path to web service enabling their businesses? Most likely, yes. Providing content via a web service versus a portal or a pre-web service connection is not that great a paradigm shift. As such, moving to a web service distribution channel will be a lower hurdle to clear, but will also be far less interesting as business paradigm shift.

## CONCLUSIONS

Web services are going to have a significant impact on software vendors, individual developers, IT management, and CIOs before they ultimately transform web-based computing or application-to-application supply chains. Until enterprises trust web services, engineers know how to be productive utilizing web services, and there is a large enough body of competitive web service offerings, today's programming and deployment infrastructure will not be left behind. Security, stability and availability are simply too important to risk for the promise of incremental improvements in flexibility, productivity and openness.

Having said that, do not become too complacent, for as significant as the remaining issues may appear, the resources that are being thrown at the problem are even more impressive. The web has transformed the user's experience and it would be foolish to think that it will not ultimately do the same for applications. Figure 4 provided incremental steps that balance business and technological enhancements that should serve as an odometer for how far a particular web service initiative will take you. One thing is almost certainly true; web services will find their way into customers', suppliers' and your own infrastructure. The only questions that you will have to answer are to what degree, what the anticipated benefits will be, and what the risk is to your operations and business models. If you do not currently have a strategy for what you will do (or not do) with regards to web services, you should.

-- Sebastian Holst



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# INDUSTRY NEWS

More recent news, old news (to January 1999), and commentary is available at [www.gilbane.com/](http://www.gilbane.com/)

## **VIRAGE DELIVERS NEXT-GENERATION SMARTENCODE SUITE**

9/26/2001

Virage, Inc. announced its next-generation SmartEncode family of products. Virage announced VideoLogger 5.0, Software Developer Kit 5.0 and ControlCenter 2.0. The new versions of the SmartEncode suite create a simultaneous, real-time process for controlling, automating and integrating the workflow surrounding video transformation including encoding, indexing and delivery. Customers will benefit from enhanced automation, as well as tighter time synchronization and control for simultaneous, multi-format encoding. Virage's VideoLogger 5.0 can now be configured as a Windows Service, creating a tighter integration with the underlying operating system. New features include: automated clip marking and segmentation tools for unattended operation, new configuration tools, tight integration with the underlying operating system through a "lights-out" configuration, multi-byte character support for ControlCenter, and the addition of the Media Analysis API into the Software Developer's Kit. <http://www.virage.com>

## **IXIASOFT RELEASES LATEST VERSION OF TEXTML SERVER**

9/26/2001

IXIASOFT announced the release of the newest version of its native XML database, TEXTML Server 2.0. The new version features enhanced performance and scalability, along with targeted new functionality such as support of foreign languages through UNICODE, and numerical data indexing. It is compatible with Windows NT 4.0 and Windows 2000 platforms. TEXTML Server processes XML content without any additional conversion and eliminates the need for the unproductive shoehorning of XML documents into relational databases. It has been instrumental in reducing development costs and efforts in the realization of projects involving XML content. TEXTML Server 2.0 offers faster indexing of content and faster response times to queries while keeping the hardware requirements to a minimum. TEXTML Server 2.0 is now available for purchase and evaluation through IXIASOFT's website. [www.ixiasoft.com](http://www.ixiasoft.com)

*An interesting question is just what role XML databases will play in the future when XML support is widespread, e.g., in Oracle and Microsoft database technology. We will probably do a full article on this. Let us know what you think.*

## **NORTH PLAINS SYSTEMS INTEGRATES eVISION'S VISUAL SEARCH TECHNOLOGY**

9/25/2001

eVision and North Plains Systems Corp. announced they have integrated eVe 3 Professional (eVision Visual Engine) as a North Plains System I-Piece, providing a content-based visual search option for NPS' TeleScope Enterprise DAM solution. eVision and North Plains Systems will jointly market eVe 3 Professional as a value-added component of TeleScope Enterprise. Using eVision's technology, customers can manage digital images by visual content and move beyond the use of only traditional text metadata. [www.evisionglobal.com](http://www.evisionglobal.com), [www.northplains.com](http://www.northplains.com)

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## **ATOMZ UNVEILS SOLUTION FOR CONTENT-RICH WEB SITES**

9/25/2001

Atomz unveiled the Atomz Web Site Solution, an end-to-end Web content operations solution for running and maintaining enterprise-class Web sites. The Atomz Web Site Solution includes Atomz's site search and content management applications, as well as custom Web site hosting with greater than 99.9% guaranteed uptime and 24-hour technical support. The Atomz Web Site Solution is designed for organizations that want to simplify Web operations and lower IT costs by completely outsourcing application management, Web site hosting and IT tasks. Atomz takes care of critical Web site operations, while allowing Web teams to maintain control of site design, content, and look and feel of a Web site. The Atomz Web Site Solution includes: Atomz Publish Professional, Atomz Enterprise Search, Dedicated and Customized Web Site Hosting, A Dedicated Account Manager, Implementation Assistance, 24/7/365 System, Application and Web site monitoring, 24-hour pager access for Emergency Support issues, and Unlimited Technical Support and Troubleshooting. [www.atomz.com](http://www.atomz.com)

## **XYENTERPRISE ANNOUNCES CONTENT@ PRODUCT & TECHNICAL DOCUMENTATION SOLUTION**

9/25/2001

XyEnterprise announced that it has released a new out-of-the-box Content@ (pronounced: content-a) package geared specifically to simplify the production of product documentation for product documentation editorial workgroups. This release is based on the Content@ editorial content management and workflow software, and provides a variety of predefined workflows, roles and output tools. The Content@ Product Documentation Solution package includes all the standard Content@ features such as a fully documented API for UNIX and NT, workflow and metadata management. It also includes a direct application link to XyEnterprise's XML Professional Publisher (XPP) software for automated publishing and personalized, print-on-demand output. The Content@ system supports a wide variety of editing tools such as Microsoft Word, Arbortext Epic, Adobe FrameMaker+SGML and SoftQuad XMetaL. In addition, the Content@ Product Documentation Solution package contains a unique complement of product documentation best practice features. Content@ workgroup is available now. Pricing starts at \$50,000 for the server software and 10 concurrent client licenses. [www.xyenterprise.com](http://www.xyenterprise.com)

## **VENETICA DELIVERS VENICEBRIDGE 4.0**

9/25/2001

Venetica Corporation announced the release of VeniceBridge 4.0, a software solution that organizations use to integrate portals, collaborative applications, customer relationship management and other key applications with relevant content. At the heart of VeniceBridge is a single, consistent interface that enables applications to quickly integrate with the multiple, disparate repositories that store documents, images, reports, rich media and other relevant content. VeniceBridge can then aggregate, deliver and exchange the content with other applications in real time. VeniceBridge 4.0 includes new features that simplify deployment and speed time to market, provide a framework for real-time content collaboration, strengthen Internet accessibility through SOAP-based Web services, and expand the reach of VeniceBridge to leverage content not stored within traditional content management systems. VeniceBridge 4.0 will be available in October 2001. VeniceBridge 4.0 systems start at \$75,000. [www.venetica.com](http://www.venetica.com)

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## **BANTER ANNOUNCES RELEASE OF RME 5.0**

9/24/2001

Banter Inc. announced the release of Banter Relationship Modeling Engine (RME) 5.0. RME 5.0 is designed to be embedded in any software application that handles unstructured information and free text, providing a full suite of language analysis capabilities. RME 5.0 offers software manufacturers and integrators an expanded range of supported languages and a more refined level of accuracy through greater analytical capability and tools. RME 5.0 is positioned to analyze and understand the content of documents and messages written in everyday language, including the naturally occurring variations in expressions, spelling and grammar typically present in such text. Typical uses for RME range from e-mail analysis, chat support, online self-service and natural language information retrieval, to document classification and tagging. RME's capabilities include Natural Language Processing (NLP) of imperfect content; analytical and statistical semantic modeling and content classification; and a unique feedback mechanism that enables real-time learning, self-maintenance and rapid, automatic adaptation to constantly changing business environments. RME has full support for UNICODE. For single byte applications, an ASCII only version is available as well. [www.banter.com](http://www.banter.com)

## **STELLENT TECHNOLOGY SELECTED BY CASIO FOR NEW CASSIOPEIA**

9/24/2001

Stellent, Inc. announced the integration of its Quick View Plus for Windows CE technology with Casio's new CASSIOPEIA Pocket Manager BE-300. With Quick View Plus, BE-300 users can view desktop file formats created in standard business applications, such as Microsoft Word, Excel and PowerPoint, on their palm-sized PDAs. Stellent's Quick View Plus for Windows CE enables document and attachment viewing on Windows CE-based devices, without having to access the native application. Stellent also plans to localize the Quick View Plus product for the international versions of Casio's BE-300 and is already developing a Japanese version of the product. The BE-300 is shipping now with a suggested retail price of under \$300 USD. [www.stellent.com](http://www.stellent.com)

## **JEEVES SOLUTIONS UNVEILS JEEVESONE**

9/24/2001

Jeeves Solutions announced general availability of JeevesOne. Its first packaged, question answering software product, JeevesOne delivers cost-effective, intelligent self-service. An enterprise software application, JeevesOne delivers relevant answers and customer analytics. In addition to reducing support costs, JeevesOne will help companies deliver better products and services by learning from every question customers ask. JeevesOne is available now and priced starting at \$100,000. JeevesOne supports Windows NT and Windows 2000 platforms in the first release. Support for additional platforms is under development. [www.jeevessolutions.com](http://www.jeevessolutions.com)

## **ADOBE ANNOUNCES ALTERCAST & INTEGRATIONS WITH DOCUMENTUM & INTERWOVEN**

9/24/2001

Adobe Systems Incorporated introduced Adobe AlterCast, a new dynamic imaging server software. AlterCast allows Web publishers to automatically generate and repurpose images and graphics within existing content management and e-commerce solutions, enabling the efficient creation of visually rich Web sites. AlterCast is built on Adobe Photoshop and Adobe Illustrator technology, while also supporting industry-standard image file formats. AlterCast automates the

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process of managing large image libraries. With AlterCast, graphics professionals will be able to replace text within graphics on the fly while still maintaining support for transparency, animation and layer effects. AlterCast automatically optimizes files for delivery on any Web-enabled device, including PDAs and cell phones. By using a single image source file to generate multiple iterations, AlterCast helps reduce data storage requirements. Adobe also announced agreements with Documentum and Interwoven to integrate AlterCast with their content management systems. Adobe AlterCast is expected to ship at the beginning of 2002 in North America only. AlterCast will be priced on a per-CPU basis, with processor packs ranging from an estimated street price of US\$7,500 for a one-CPU system to an estimated street price of US\$60,000 for high-performance enterprise applications. [www.adobe.com/altercast](http://www.adobe.com/altercast)

*This is a much-needed technology and a good companion module for content management systems, especially when deployed for multi-channel publishing applications. It looks like competition for some Digital Asset Management systems however.*

## **ADOBE UNVEILS METADATA TECHNOLOGY**

9/24/2001

Adobe Systems Incorporated unveiled new technology behind the Adobe family of products that streamlines workflows saving time and money for publishers. Called XMP (Extensible Metadata Platform), this framework enhances workflows so that content can be applied seamlessly between print, Web, eBooks and other media. XMP provides Adobe applications and partners with a common metadata framework that standardizes the creation, processing and interchange of document metadata across publishing workflows. XMP will be incorporated into all Adobe products eventually and is available for developers via a software development kit (SDK). Users will benefit from XMP's ability to contain metadata within application files. The SDK is available as a guide for integration to non-Adobe applications and contains sample source code for extracting and parsing the XMP packets. XMP was first introduced with the release of Acrobat 5.0 in April 2001. Adobe also announced that InDesign 2.0 and Illustrator 10 have incorporated XMP. XMP is scheduled to be integrated into the next generation of all Adobe applications. XMP components include a framework, schema, XML packet technology and the SDK. The SDK is available through Adobe's Solutions Network. [www.adobe.com](http://www.adobe.com)

*It would be great if they could get a wider vendor consensus on this, but even if they don't, or can't, it will certainly be very useful.*

## **REQUISITE INTEGRATES CRITICAL REACH RICH 3D VIEWING FOR CATALOGS**

9/24/2001

Requisite Technology, Inc. and Critical Reach Inc. announced they have signed an OEM agreement that will make rich 3D content viewable in Requisite's BugsEye catalog finding engine. By integrating Critical Reach's revolutionary 3D interactive content deployment technology with Requisite's system, buyers can quickly and easily view suppliers' interactive 3D content, such as CAD, VRML or 3D Studio. The Critical Reach technology is available now as an option with the latest release of Requisite's BugsEye catalog finding engine. The combined capability will enable faster, more accurate product identification and selection, by providing interactivity and high bandwidth content delivery. Critical Reach's software, the Critical Reach Service Suite, tightly links graphics to textual descriptions. Anyone with a Web-browser, such as on a Web-enabled laptop or wireless handheld, can quickly access fast, interactive 3D content from any location, without requiring any client-side plug-in or software installation. [www.requisite.com](http://www.requisite.com), [www.criticalreach.com](http://www.criticalreach.com)

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## CONNOTATE RELEASES vTAG VERSION 2.0

9/24/2001

Connotate Technologies released vTag Version 2.0, a major upgrade of its web data extraction environment. Built on its XML-By-Example extraction rule generator, vTag 2.0 dramatically increases coverage of web-based data and improves speed by a factor of 150. Version 2.0 extends vTag's current capabilities in two key ways. It extends extraction capabilities to include construction of XML relationships that span multiple linked pages, and it enables automated location of user-specific data identified by parameters supplied at the time of retrieval. Connotate is offering free upgrades for its existing customers. <http://www.connotate.com>

## SOFTWARE AG & PUREEDGE JOIN FORCES

9/24/2001

Software AG, Inc. and PureEdge Solutions, Inc. announced a joint marketing and sales campaign of their complementary XML products. Together the company's products enable commercial and government organizations to more quickly and easily move important documents and transactions online. PureEdge Internet Commerce System allows users to design, deploy, complete, and digitally sign intelligent and enforceable XML documents. In an enforceable transaction, all components of an e-document are saved as a complete object - complete with layout, logic, content - using XFDL technology to ensure no component of the final document can be modified. Because both products are native XML, complete solutions for creating, processing, and archiving enforceable documents are easy to build, maintain, and integrate with other XML applications. [www.pureedge.com/products/ics/index.htm](http://www.pureedge.com/products/ics/index.htm), [www.softwareagusa.com](http://www.softwareagusa.com)

## MERANT ANNOUNCES PVCS CONTENT MANAGER 2.0

9/24/2001

MERANT introduced PVCS Content Manager 2.0. PVCS Content Manager introduces server-based pricing with the enterprise features and functionality of high-end solutions. PVCS Content Manager also delivers an "out-of-the-box" product that reduces the requirement for a multitude of vendor consultants and endless months of customization. MERANT's PVCS Content Manager 2.0 is available immediately from MERANT. Content Manager 2.0 is available in Team Edition and Enterprise Edition. Pricing for the Team Edition starts at \$30,000, while server-based pricing for the Enterprise Edition starts at \$90,000 for unlimited users. [www.merant.com](http://www.merant.com)

## NETEGRITY INTRODUCES JSAML TOOLKIT

9/24/2001

Netegrity, Inc. announced a freely available JSAML toolkit to make it easier for corporate developers and ISVs to quickly create and deploy SAML-ready solutions. With Netegrity's JSAML toolkit, developers can enable their applications and security products to become solutions that securely exchange user identity and entitlement information with partners using the SAML language. Netegrity's is a reference implementation of SAML based on the OASIS group's proposed Security Assertion Markup Language (SAML) standard. Netegrity recently announced its AffiliateMinder product for securely managing affiliate user networks. "TransactionMinder" was also introduced as a new product line for securing the emerging web services platforms. Both of these products are based on the SAML specification and will enable security across e-business networks. Netegrity JSAML Toolkit is a light-weight toolkit that comes with complete documentation and use-case examples (including source code). JSAML Toolkit is expected to be available as a free download in October 2001. The company will also offer technical support programs for the toolkit. More information will be made available in October. [www.netegrity.com](http://www.netegrity.com)

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*Hmmm... If I were a content management vendor I would think about this.*

## **OPENPAGES LAUNCHES CONTENTWARE 3.0**

9/24/2001

Openpages announced the immediate availability of ContentWare 3.0. ContentWare 3.0 provides users with new functionality including WebExpress (a browser-based tool for remote users), support for Macintosh environments, APIs to customize and transform content, online storage capabilities, and enhanced installation and administration capabilities. ContentWare is deeply integrated with popular desktop applications. The solution simplifies the content creation process offering the ability to create content using familiar applications (Microsoft Word, Adobe Photoshop, Adobe Illustrator, QuarkXPress, and Macromedia Dreamweaver) and manage content elements -- not just Web pages -- in a central repository with workflow. Because digital assets are stored in a central repository in native formats, ContentWare enables content reuse and deployment across multiple communications channels -- Web, print or wireless.

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

## **ELCOM ANNOUNCES ALLIANCE WITH CATALOGA**

9/20/2001

elcom, inc. announced it has signed a referral agreement with Cataloga whereby the companies will jointly market and refer potential customers located in Europe for each others products. PECOS Internet Procurement Manager, elcom's eProcurement solution and CatTrade, Cataloga's eContent management suite complement each other and target the same customer base. Cataloga's products and services help corporate implementers of eProcurement enable and work with their suppliers, giving purchasing professionals real-time access to electronic catalog content and negotiated pricing models. Cataloga's product suite CatTrade is a suite of networked applications that allow corporate supplier organizations to manage catalog content and orders, customize product and price information, track buying behavior and manage customer specific contracts while retaining control over their own product and pricing data.

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

## **INFODATA ANNOUNCES COMPOSE 4.1**

9/20/2001

Infodata announced the release of Compose 4.1, a publishing tool for enhancing Adobe Acrobat. The Compose tool palette allows access to over 20 publishing tools, allowing a user to add bookmarks, hypertext links, tables of contents, etc. The latest version of Compose, Compose 4.1, offers advanced features such as compatibility with Adobe Acrobat 5.0, Windows 98, Windows 2000, and Windows ME; and enhanced tools such as the Document Paginator, Bookmarks, Overlay tool, Copy Link and Batchmeister. <http://www.infodata.com>

## **ENGAGE LAUNCHES CONTENT MANAGEMENT SOLUTION FOR MULTICHANNEL MARKETING**

9/19/2001

Engage, Inc. announced it has enhanced several of its software products and combined them into a single, integrated Content Management Solution for Multichannel Marketing. The new solution is designed to enable marketers, publishers, and their suppliers, such as advertising agencies and printing companies, to streamline the planning and delivery of their multichannel marketing programs. Engage's new solution for multichannel marketers combines workflow



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automation and digital asset management software with the capability to deliver marketing programs across both traditional and new media channels. This allows marketers, agencies, and publishers to address the challenges of tighter budgets, shorter delivery timeframes, and proliferating communications channels. Two of the three products included in the solution - ContentServer and ApprovalServer - are being enhanced for this rollout. The third, PromoManager, was unveiled in July. Engage's Content Management Solution for Multichannel Marketing is available immediately. ContentServer 7 is available as a field-ready test version and is expected to be generally available in calendar Q1 2002. ApprovalServer 1.2 and PromoPlanner 1.11 are expected to be available in calendar Q4 2001. PromoManager 1.7 and AdManager 5.5 are currently shipping. [www.engage.com](http://www.engage.com)

## **LIONBRIDGE & SAIL LABS FORM STRATEGIC ALLIANCE**

9/19/2001

Lionbridge Technologies, Inc. and Sail Labs have entered into an alliance to jointly deliver enterprise language management solutions. The two companies have combined translation memory, machine translation (MT), terminology management and workflow automation and will jointly develop and market customized implementations for enterprises requiring fast, affordable, high-quality translation. [www.lionbridge.com](http://www.lionbridge.com), [www.sail-labs.com](http://www.sail-labs.com)

## **IDETIX ANNOUNCES REVIZE 3.5**

9/19/2001

Idetix Software Systems Inc. announces the availability of the Revize v3.5 Content Management and Delivery System (CMD5). A platform and web server independent content management software built in Pure Java, Revize enables non-technical content editors to manage and change their own content and workflow permissions in a "management" controlled environment. This is accomplished using any device that supports a standard web browser, whether in the office at home or on the move. In addition, the software is engineered as infrastructure software for ASP's, and ISP's and can be offered to their customers as a dedicated or shared service. Feature highlights of this new release include a developer-driven architecture, advanced authorization and workflow tools, a multiple Idetix "webSpace" manager, and more. Revize 3.5 is now shipping, and is available to enterprises at a price of \$48,000 U.S. with 10 webSpaces included. Education and non-profit organizations can purchase Revize at a price of \$24,000 U.S. [www.idetix.com](http://www.idetix.com)

## **REQUISITE & MITSUI & CO. IN RESELLER AGREEMENT**

9/19/2001

Mitsui & Co., Ltd. and Requisite Technology, Inc., announced a strategic business alliance that allows Mitsui to resell Requisite's catalog content management solutions to help drive the adoption of e-commerce and e-procurement in Japan. As a master reseller, Mitsui will market and sell Requisite's eMerge content management system, eMerge Contract Manager, and its BugsEye catalog finding engine. Also available through the alliance will be the newly launched Requisite Supplier Hub, an interactive, collaborative environment for suppliers to create and maintain their product information and content, making that content available to buying organizations and e-marketplaces. [www.requisite.xm.mitsui.co.jp](http://www.requisite.xm.mitsui.co.jp)

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## **CITRIX JOINS INTERWOVEN'S PORTALREADY PROGRAM**

9/19/2001

Citrix Systems, Inc. announced its participation in Interwoven's PortalReady partner program and plans to integrate Interwoven's Content Infrastructure product suite with Citrix XPS portal software. The product integration will give Citrix customers' non-technical users the ability to easily add content and update portals created with Citrix XPS. Customers will access key TeamSite software features including workflow, content management categorization and multi-channel support through a Citrix Content Delivery Agent (CDA) that works directly with users' XPS portals. Citrix will use Interwoven's PortalReady SDK (Software Development Kit) to develop the integrated solution. In addition to Citrix joining Interwoven's PortalReady partner program, Interwoven has also joined the Citrix Business Alliance Internet Solutions Program. [www.interwoven.com](http://www.interwoven.com), [www.citrix.com](http://www.citrix.com)

## **DIVINE TO ACQUIRE EPRISE**

9/18/2001

divine inc. said it will buy Eprise Corp. for about \$43 million in stock to expand further into Internet content management. Chicago-based divine, which has been snapping up low-priced Internet companies all summer long, said it would issue about 54 million shares of class A stock for all of Eprise's shares. Eprise shareholders will get 2.4233 divine shares for every share of Eprise common stock. Based on divine's closing Nasdaq stock price on Monday of 80 cents, those terms value Framingham, Massachusetts-based Eprise at \$1.94 per share, more than double its closing price Monday of 71 cents, also on Nasdaq. In early Tuesday trading, Eprise shares were up 43 cents, or nearly 61 percent, at \$1.14. Shares of divine were down 9 cents, or more than 11 percent, at 71 cents. The company said the acquisition of Eprise would expand its market share in the business of providing software that manages Web content and would contribute significantly to revenue. [www.divine.com](http://www.divine.com)

*This is on top of their earlier purchases of Open Market and SageMaker. If they can integrate their content management offerings (not necessarily the products) and portal solutions they could turn into a major new player. However, it is extremely difficult to integrate so many companies.*

## **SILVERSTREAM & AUTONOMY IN OEM AGREEMENT**

9/18/2001

SilverStream Software, Inc. and Autonomy, Inc. announced they have entered into an OEM agreement to embed a core piece of Autonomy's dynamic reasoning engine within SilverStream eXtendDirector 3.0 (eXtend Director). A key piece of the SilverStream eXtend product suite, eXtend Director 3.0 has a comprehensive set of capabilities for consuming and delivering dynamic content, data and Web Services in a relevant way to customers, partners and employees on any device. Available today in beta eXtend Director is J2EE compliant and runs on J2EE application servers including the SilverStream eXtend Application Server. Autonomy's technology enhances eXtend Director's content management subsystem by enabling computers to automatically analyze and rank concepts within unstructured information -- including email, voicemail, Web pages and word documents -- so that it can be categorized, linked to related information and delivered to the appropriate person. [www.autonomy.com](http://www.autonomy.com), [www.silverstream.com](http://www.silverstream.com)



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## **FpML.ORG SEEKS COMMENTS ON VERSION 2.0**

9/18/2001

FpML.org has published Financial products Markup Language Version 2.0 as a working draft and is seeking comments from interested parties before issuing a last call working draft. Version 2 extends coverage to interest rate option and swaps. The working draft can be obtained via [www.fpml.org/spec/index.html](http://www.fpml.org/spec/index.html). Comments on the working draft are requested by Friday, 9th November 2001 via [fpml-issues@yahoogroups.com](mailto:fpml-issues@yahoogroups.com). The final step in the progress of Version 2.0 is to be endorsed as a Recommendation by FpML.org. A Recommendation reflects consensus within FpML.org, as represented by approval from the Standards Committee. The Standards Committee considers that the ideas or technology specified by a Recommendation are appropriate for widespread deployment and promote the mission of FpML.org. FpML.org endorsed FpML version 1.0 in May 2001. It covers interest rate swaps and forward rate agreements.

[www.fpml.org](http://www.fpml.org)

## **ASCENTIAL ANNOUNCES NEW RELEASE OF MEDIA360**

9/18/2001

Ascential Software Corporation announced the second release and immediate availability of the Ascential Media360 Digital Asset Management solution. Media360 version 2.1 introduces improved functionality across several Media360 modules, in the areas of performance, integration and interoperability. Media360 is a key part of Ascential's product portfolio for Information Asset Management. With this release, Media360 offers advanced workflow management. It offers real-time access to video and audio data while it is being ingested. Media360 version 2.1 introduces improved functionality across several Media360 modules, in the areas of performance, integration and interoperability. [www.ascentialsoftware.com](http://www.ascentialsoftware.com)

*These folks are a lot bigger and have a lot more solutions than you would guess by their visibility.*

## **iKNOWLEDGE LAUNCHES ACTIVECONTENT SUITE & CONTENT NETWORK GATEWAY**

9/17/2001

iKnowledge, Inc. introduced the ActiveContent Suite and Content Network Gateway for managing and distributing mission critical business content for media and entertainment, financial services, healthcare and the enterprise. iKnowledge's ActiveContent Suite is a rich-media and digital asset management and distribution solution that enables companies to aggregate content, in its native format, from a wide range of sources. Companies can then fuse this content with business logic and accelerate its distribution over any network such as wireless, broadband, and narrowband to multiple devices such as WAP phones, PDAs, PCs, iTV, and set-top boxes. The new iKnowledge ActiveContent solution works within existing infrastructures, combining content management functionality with distribution capabilities. Ultimately, the ActiveContent Suite allows users to manage content distribution through its new Content Network Gateway. The Content Network Gateway allows a user to profile distribution end-points and then define the rules for distributing content over any network to any end device. [www.iknowledge.com](http://www.iknowledge.com)

## **ARBORTEXT ANNOUNCES EPIC 4.2**

9/17/2001

Arbortext, Inc. announced availability of Epic version 4.2. This latest version supports collaboration through change tracking, inline editing of document components, and easier conversion of

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multiple content formats to XML. Epic 4.2 also enhances Arbortext's support of XML standards through a combination of full support for XSL by offering both XSLT and XSL-FO publishing engines. Because XSLT enables online publishing and XSL-FO enables print publishing, organizations that implement Epic 4.2 can build an automated multichannel publishing system. Epic Editor's change tracking capability fully supports the process of information creation, review and approval so that groups of authors and editors can work collaboratively to provide customers with fresh, consistent and complete information on all types of media. Epic 4.2 will ship in September 2001. All Arbortext customers under maintenance are eligible to receive the Epic Editor 4.2 upgrade at no charge, and the upgrade will be automatically shipped to them. <http://www.arbortext.com>

*With the upcoming W3C XSL 1.0 recommendation, XSL formatting is worth paying serious attention to. These folks are heavily involved so their technology should offer a pretty accurate peek at the formatting functions supported in XSL 1.0.*

## **VIGNETTE ANNOUNCES NEW PRICING STRATEGY & V6**

9/11/2001

Vignette Corp. announced a new global pricing model for licensing all of its applications, including the newly launched Vignette V6 software and its packaged applications, such as the Vignette Enterprise Application Portal (VEAP). Vignette's new pricing model makes it easier for organizations to anticipate costs for deployments and implementations of all sizes. The simplified pricing structure will provide a new alternative for companies that previously may have felt compelled to consider less-comprehensive or -sophisticated technology. Vignette's new price structure moves away from practices such as "transaction based," "per page view," "user based" and "named processor" pricing. The new global pricing structure generally consists of standard, published prices for each Vignette application paired with a scaling factor for each additional processor on which the application will operate. The Vignette Content Suite V6 can now be purchased in Ready-to-Go solutions for small to medium-sized portal or Internet application deployments beginning at approximately \$200,000. Pricing for Vignette V6 and Vignette packaged applications is based on a base price with a single scaling factor for each additional CPU. This simplified pricing model applies to all Vignette products currently being shipped, including Vignette V6 and the recently announced Vignette Enterprise Application Portal, Vignette Financial Advisor Suite and Vignette Merchant Suite. [www.vignette.com](http://www.vignette.com)

*It will be interesting to see how low pricing for high-end content management systems will go. Gartner and the other market analysts forecast dramatic reductions.*

## **ENTIGO & CARDONET PARTNER TO DELIVER B2B CONTENT**

9/11/2001

Entigo Corporation and Cardonet, Inc. announced a partnership to provide comprehensive, integrated eBusiness and catalog management solutions to G2000 enterprises. The partnership strengthens Entigo's open, XML-based catalog management functionality and extends Cardonet's catalog content management offerings to include online ordering capabilities. The joint offering will provide manufacturers with an e-catalog production and aggregation solution to build and maintain online catalogs as well as a dynamic, personalized online selling solution that features one-click order processing, automated release management and real-time order tracking. Entigo's Web-based applications - Entigo Order, Entigo Catalog and Entigo Warranty interoperable with backend legacy systems and enable changes to business processes in real time. Entigo Order will be used with Cardonet to meet the online ordering needs of enterprises using the Cardonet solution. Cardonet's e-Catalog Automation Platform streamlines the process of e-catalog content aggregation, normalization and syndication. The software can be used in

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conjunction with corporate e-procurement systems or eMarketplaces to aggregate data into a clean, multi-vendor catalog, or can be used by manufacturers and distributors to create multiple custom versions of a master catalog for automated syndication to key customers and channels. [www.cardonet.com](http://www.cardonet.com), [www.entigo.com](http://www.entigo.com)

## **RWS GROUP & SOFTWORKS ANNOUNCE STRATEGIC ALLIANCE**

9/11/2001

RWS Group, LLC and SoftWorks Development & Consulting announced formation of a strategic alliance to provide globalization services. Under the terms of the agreement, the companies will offer clients complete integration of services for introduction of their software worldwide. The companies also plan to engage in joint sales and marketing activities to promote multilingual software solutions. RWS Group brings translation tools and rigorous methodology to the alliance. Development of new language technologies, such as JCAT, provides clients with JAVA and XML-based, Unicode compliant translation tools. [www.translate.com](http://www.translate.com)

## **NEOCORE & TACTICA FORM PARTNERSHIP**

9/11/2001

NeoCore announced the formation of a partnership with Tactica. Under the terms of the agreement, NeoCore and Tactica will jointly offer their products and services to provide tailored solutions for their customers' XML information management needs. The partnership between NeoCore and Tactica streamlines the process for Fortune 1000 companies to deploy the XML database product customized to their own application needs. Tactica will use the NeoCore XML Information Management System (XMS) to create complete high-performance XML solutions. [www.neocore.com](http://www.neocore.com), [www.tactica.com](http://www.tactica.com)

## **CARDONET ROLLS OUT NEW VERSION OF CARDONET TRANSACTIVE CATALOG**

9/11/2001

Cardonet, Inc. announced version 3.1 of the Cardonet Transactive Catalog, a production catalog and discovery engine offering a full range of automated services to help search, compare and select products from within an online catalog. Cardonet's enhanced engine is capable of functioning as a single-vendor or multi-vendor remote "web catalog" using third-party commerce protocols, such as Ariba's PunchOut, CommerceOne's RoundTrip and SAP's Open Catalog Interface (OCI). The Cardonet Transactive Catalog is an optional component of Cardonet's e-catalog automation platform. The Cardonet Transactive Catalog can be easily loaded with catalog information from the Cardonet e-catalog automation platform and used by manufacturers or distributors to offer customized views of their catalogs, or can be used by large corporations as a multi-supplier purchasing catalog tightly linked to their e-procurement application. Other new features of the Cardonet Transactive Catalog software include a customizable parametric search application, a built-in shopping cart, support for multiple buyer-specific catalog views, and a set of APIs for tailoring the catalog's appearance and operation. The Cardonet Transactive Catalog is available now with list prices starting at \$50,000. <http://www.cardonet.com>

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## **ALTOVA RELEASES XML SPY 4.0**

9/10/2001

Altova, Inc. announced the release of the XML Spy 4.0 Suite. The XML Spy 4.0 Suite consists of the XML Spy 4.0 Integrated Development Environment (IDE), the XML Spy 4.0 XSLT Designer, and the XML Spy 4.0 Document Editor. The XML Spy 4.0 Integrated Development Environment (IDE) makes it easy to create and manage XML documents, stylesheets, and schemas. XML Spy 4.0 IDE provides the power and flexibility needed to work with XML content in the most sophisticated production environments. XML Spy 4.0 XSLT Designer is a new approach to automate writing of complex XSLT Stylesheets using an intuitive, drag-and-drop user interface. XML Spy 4.0 Document Editor is a word-processor style free-flow WYSIWYG editor for XML documents, empowering non-technical people to create and edit XML documents. The Document Editor is available as a browser plug-in or a stand-alone application. The XML Spy 4.0 Document Framework consists of the XML Spy 4.0 XSLT Designer and the XML Spy 4.0 Document Editor, which together form an enterprise-wide content management solution for creating and deploying large volumes of XML content in production environments such as web-publishing, knowledge management or e-commerce. XML Spy 4.0 IDE and XML Spy 4.0 Document Framework together comprise the XML Spy 4.0 Suite. The XML Spy 4.0 Suite is available immediately for download and purchase from the XML Spy Online Shop. See website for complete price-list. [www.xmlspy.com](http://www.xmlspy.com)

## **PLUMTREE RELEASES PLUMTREE CORPORATE PORTAL 4.5**

9/10/2001

Plumtree Software released the Plumtree Corporate Portal 4.5, which broadens Plumtree's Internet architecture to search multiple content indexes in parallel, extends single sign-on to the applications integrated in the portal, and delivers Gadget Web Services to wireless devices. The Plumtree Corporate Portal 4.5 also features a more efficient, intuitive user interface. The Plumtree Corporate Portal 4.5 supports single sign-on technologies from IBM's Tivoli Systems, Netegrity and Oblix. With the Plumtree Corporate Portal 4.5, Plumtree extends the Internet architecture from application integration to search. The new platform uses SOAP to communicate search commands via HTTP in parallel to search engines running on any platform, anywhere on the Internet. Plumtree's new Internet architecture for network search will be able to incorporate results from AltaVista Internet Search (both Web and multimedia), Inktomi, Microsoft SharePoint Portal Server and other content indexes. The Plumtree Corporate Portal 4.5 features the Plumtree Wireless Device Server, which distributes Gadget content and services to wireless devices, such as mobile telephones, wirelessly enabled Palm handheld computers, Pocket PC-based personal digital assistants, BlackBerry Wireless Handhelds, and other handheld computers. The Plumtree Corporate Portal 4.5 is priced on a per-user basis, and is generally available now. Plumtree is offering customers a service upgrade package and upgrade documentation. [www.plumtree.com](http://www.plumtree.com)

## **TRADOS ANNOUNCES LICENSING DEAL WITH MICROSOFT**

9/10/2001

TRADOS Incorporated announced that it would license its technology on an enterprise-wide basis to Microsoft Corporation. This deal will allow all Microsoft business units -- including Windows, Office, Developer Tools, Online Product Support Services, MSN, MSNBC, and Microsoft.com -- to use TRADOS technology internally as a central part of their content management and localization processes. TRADOS' technology optimizes and accelerates the human translation process--both for the individual translator and more importantly, across the enterprise. <http://www.trados.com>

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## **ENIGMA'S 3C PLATFORM NOW SUPPORTS WIRELESS DEVICES**

9/10/2001

Enigma Inc. announced that its 3C Platform for content, commerce and collaboration now delivers maintenance and repair manuals and illustrated parts catalogs to wireless devices. This additional delivery option enables operators of high-value equipment to easily access thousands of pages of manufacturer-provided product support documentation, regardless of their geographic location. Using a hand-held computer or PDA that supports either the PalmOS or PocketPC operating system, field personnel can search through vast amounts of technical information within maintenance manuals and service bulletins, as well as view illustrations of parts and repair procedures. With wireless access, mechanics can significantly reduce the amount of time needed to make routine repairs, because there is no need to move from the equipment being serviced to a central shop floor workstation to locate maintenance information. By providing access to parts lists and ordering information directly on wireless devices, technicians can quickly locate and order parts on the spot without having to tie-up additional resources procuring components and completing the repair. [www.enigma.com](http://www.enigma.com)

## **TIETOENATOR INTRODUCES DBROKER SOLUTION**

9/10/2001

TietoEnator has developed an electronic service solution called dBroker, which supports TietoEnator's Digital Government concept and makes it possible to flexibly combine Internet portals and services offered by different service providers. dBroker offers different portals a centralised communications channel through one point to electronic services. In practice, the builders of Internet portals can use the dBroker solution to expand the service selection of their portals. A portal also becomes more user-friendly when the user can access a more extensive service selection and services that are naturally related to the portal through his favourite portals. In addition to combining portals and electronic services, dBroker contains solutions for, e.g. user authentication, digital signature and payment. As an overall solution, dBroker offers corporate customers a simpler way to develop electronic services of their own. dBroker has been developed with Java and is based on UDDI. Data is transferred between different information systems as XML messages, and the data transfer protocol is SOAP. [www.tietoenator.com](http://www.tietoenator.com)

## **TORCH CONCEPTS & REVEAL ANNOUNCE COLLABORATION**

9/7/2001

Torch Concepts announced a partnership with Reveal Technologies, LLC. This strategic alliance will adapt existing advanced pattern-recognition technology, originally developed by Torch Concepts for the U.S. Department of Defense, to the specific needs of educators and has empowered Reveal Technologies with the exclusive rights to sell this technology in the educational market. Through this partnership, Torch Concepts will develop several proprietary products for Reveal Technologies using sophisticated technology focused on the concepts inherent in each document rather than searching for arbitrary keywords. One new product being designed will programmatically recognize and sort the topics and content of documents to provide publishers, teachers, and parents more control in personalizing the volume of content based on state standards. In return for providing product support and access to its ACUMEN technology, Torch Concepts will receive ownership of an undisclosed portion of Reveal Technologies stock. <http://www.revealtechnologies.com>, <http://www.torchconcepts.com>

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## **PAGEFLEX'S PERSONA NOW AVAILABLE THROUGH XEROX**

9/6/2001

Pageflex, Inc. and Xerox Corporation announced an agreement today under which Xerox will sell Pageflex's 1:1 personalization and customization software offerings on a worldwide basis through Xerox sales channels. Persona outputs optimized VPS format, which is specifically designed for driving Xerox's DocuColor 2000 Series digital presses, thereby allowing these devices to operate at full engine rated speed. Persona also offers PostScript and Native PDF output. By offering Persona on a worldwide basis, Xerox is able to provide customers with basic personalization and customization solutions using the same core technology. Persona uses NuDoc, Pageflex's XML-based composition engine, which uses design templates with "spring-loaded" text and image containers that dynamically adjust page layouts based on the sizes and shapes of the variable text and images flowed into them. Pageflex products import data from any ODBC-compliant database and use XML as the data format between databases and page composition. [www.pageflexinc.com](http://www.pageflexinc.com), [www.xerox.com](http://www.xerox.com)

## **OPEN TEXT ANNOUNCES AVAILABILITY OF LIVELINK ARCHIVE FOR SAP R/3**

9/6/2001

Open Text Corporation announced the certification and availability of Livelink Archive for SAP R/3. This new product offering enables organizations to leverage their existing investments in SAP products by extending SAP R/3 with Livelink's collaboration, document management, library and search capabilities. Current Livelink customers can leverage their existing Livelink infrastructure, eliminating the expense of purchasing separate repository hardware and software for their SAP R/3 documents. Livelink Archive for SAP R/3 uses SAP's ArchiveLink communication interface to enable customers to: Archive SAP R/3 images and business documents in Livelink and retrieve them from SAP/R3; Copy desktop files to the Livelink repository and intelligently link them to an R/3 business object or transaction using the SAP R/3 office applications; Store incoming documents, such as fax and scanned images, in Livelink and view them from a SAP R/3 business process; Store outgoing documents in Livelink and hyperlink fields to other archived documents and an index page; and create secure access to SAP R/3 documents archived in Livelink. [www.opentext.com/livelink](http://www.opentext.com/livelink)

*It seems like we haven't heard from Open Text for some time. In any case, maybe the old Documentum/Open Text rivalry will be re-ignited over working with SAP.*

## **STELLENT FORMS ALLIANCE WITH CAPITA TECHNOLOGIES**

9/6/2001

Stellent Inc. announced that it has formed a strategic alliance with Capita Technologies, Inc. Under the agreement, Capita will integrate the Stellent Content Management system into intranet, extranet and Internet Web sites the company builds for government agencies. Stellent will provide government customers with a content management system, while Capita will deliver integration expertise and a broad range of consulting services. In addition to marketing the Stellent Content Management system to governmental agencies, Capita will also integrate the technology into the solutions it develops for Fortune 2000 business customers. [www.stellent.com](http://www.stellent.com), [www.Capita.com](http://www.Capita.com)



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## ECM 2001 "EARLY BIRD" DISCOUNT AVAILABLE UNTIL SEPTEMBER 7

9/6/2001

The "early bird" registration discount for the upcoming Enterprise Content Management Conference 2001 has been extended through Friday September 7. Full Gilbane Report subscribers can add an additional \$100 discount. The ECM conference is the only content management event focused on the full range of enterprise content management requirements that includes all the major players and thought leaders, including: Vignette, Interwoven, Documentum, Microsoft, Artesia, Stellent (IntraNet Solutions), J.D. Edwards, Mediasurface, Arbortext, Cytura, Merant, Pindar, Stibo, Quiver, Venetica, DataQuad, DMSi, Target 2000, Open Market, Gauss, InStranet, OnePage, Poet, Liaison, Zope, eGrail, Poet, I4I, FatWire, InXight, Ipedo, Oracle, NextPage, North Plains, eMotion, Starbase, Trados, Atomz, Lionbridge, Accumedia, Kinecta, A2i, Corechange, Boxcar, Inktomi, Basis, SilverStream, Accenture, Giga, IDC, Meta Group, Yankee Group, Doculabs, Content-Wire, Granada Research, Cap Ventures, Fastwater, Cap Gemini/Ernst & Young, and many others. Whatever your enterprise requirements, you will find relevant and educational conference sessions and meet experienced and expert consultants, analysts, integrators and suppliers. A full conference brochure is available at [www.ecmseries.com/programgrid.pdf](http://www.ecmseries.com/programgrid.pdf). Register Today! [www.ecmseries.com/register.cfm](http://www.ecmseries.com/register.cfm)

*Well, since we have postponed the event until April 30 - May 2 you have a little more time to register! Stay tuned for updates.*

## iMARKUP SOLUTIONS ANNOUNCES iMARKUP WORKGROUP SERVER 2.0

9/5/2001

iMarkup Solutions Inc. announced the general availability of Version 2.0 of its iMarkup Workgroup Server. Developed to address the needs of enterprise users collaborating on the Web, iMarkup Workgroup Server 2.0 provides new enhancements to its core product. PDF support enables groups of users to apply annotations, free form drawings and sticky notes to all documents saved in PDF format without having to purchase Adobe Acrobat to run on every workstation. Voice annotations allow collaborators to explain information verbally when it is too difficult to communicate the level and type of changes required in writing alone. All annotations, including PDF and voice, are stored separately from original documents so that data is never corrupted; annotations are, instead, overlaid on documents, with administrators configuring the permissions and security associated with the annotations. Support for Oracle 8i or higher has been included in Version 2.0. In addition, the newest version conforms to SOAP/XML and COM and provides the ability to run and modify reports based on Crystal Decision technology. The iMarkup Workgroup Server runs on Windows NT/2000 running IIS and Windows 98 running the Personal Web Server. The product is priced based on the number of Workgroup users. Five concurrent user licenses are \$2,445 and 100 user licenses cost \$12,395. The CBO is available as an add-on module and provides various client and server configuration options, server-side interfaces and APIs, and client-side JavaScript APIs. Pricing starts at \$1,795. Additionally, OEM pricing is available from the iMarkup Sales organization. [www.imarkup.com](http://www.imarkup.com)

## STELLENT RELEASES OUTSIDE IN XML EXPORT 2.1

9/5/2001

Stellent, Inc. (formerly IntraNet Solutions), announced the release of Outside In XML Export 2.1. The product automatically converts more than 225 file formats to XML, enabling easy access to business information stored in legacy files, proprietary office applications and graphics. Version XML Export 2.1 includes support for a wide range of new and updated file formats, including Microsoft Office XP; Corel WordPerfect Office 2002; Lotus SmartSuite Millennium Edi-

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tion 9.6; Sun StarOffice Write 5.2; Microsoft Visio 2002; Adobe Acrobat 5.0; and Adobe FrameMaker MIF 3.0, 4.0 and 5.0. XML Export integrates into applications, such as indexing, search systems and content management. XML Export preserves and exposes the content, structure and format of native business documents during the conversion to XML, enabling customers to further transform the documents for other applications or into presentation formats such as HTML and Wireless Markup Language (WML). XML Export 2.1 is currently shipping. [www.stellent.com](http://www.stellent.com)

## **FACTIVA TEAMS-UP WITH TFPL ON INFORMATION ARCHITECTURE STUDY**

9/5/2001

Factiva announced its sponsorship of an international research project conducted by TFPL. The research project will seek to identify how organisations are using taxonomies to construct their "Information Architecture". TFPL defines "Information Architecture" as a coherent set of strategies and plans for information access and delivery inside organisations. The research - based on case studies of organizations, and vendor questionnaires and interviews - will examine the balance between software and human intervention related to the application of taxonomies within content management systems, and whether customer needs are being met by vendor offerings. Any companies or organisations wishing to be involved in this research through offering case studies or sharing their experience on taxonomies/information architecture are invited to contact TFPL. [www.tfpl.com](http://www.tfpl.com), [www.factiva.com](http://www.factiva.com)

## **W3C ISSUES SVG 1.0 AS A RECOMMENDATION**

9/5/2001

The World Wide Web Consortium (W3C) has issued Scalable Vector Graphics (SVG) 1.0 as a W3C Recommendation, representing cross-industry agreement on an XML-based language that allows authors to create two dimensional vector graphics. A W3C Recommendation indicates that a specification is stable, contributes to Web interoperability, and has been reviewed by the W3C Membership, who favor its widespread adoption. 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 business to business communication. SVG 1.0 builds on other W3C specifications such as the Document Object Model (DOM), which allows for easy server-side generation and dynamic, client-side modification of graphics and text. SVG 1.0 also benefits from W3C technologies such as CSS and XSL style sheets, RDF metadata, XML Linking, and SMIL Animation, which has also advanced to Recommendation. SVG implementations are not limited to static tools. Database-driven, dynamically created graphics are a natural fit for SVG. [www.w3.org/](http://www.w3.org/)

*SVG progress has seemed painfully slow largely because there is such a gaping hole web graphics functionality. We hope this first version is enough to get things off the ground.*

## **CLICKABILITY LAUNCHES CMPUBLISH**

9/4/2001

Clickability Inc. announced the launch of CMPublish, a new content management system that enables e-businesses to manage and deliver relevant content to their online audience. CMPublish, a "self-adapting" publishing platform, integrates with Clickability's suite of Intelligent Online Publishing Solutions (I-OPS) to manage the entire online publishing process -- from



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creation and analysis, to the distribution and adaptation of Web site content.  
[www.clickability.com](http://www.clickability.com)

## **ESKER ANNOUNCES NEW ARCHITECTURE**

9/4/2001

Esker delivered the first step in a distributed architecture for Pulse, its multi-channel content delivery solution. This new architecture allows remote Pulse "Satellites" to communicate with a centralized Pulse Enterprise server and gain full access to Pulse functionality. Pulse Enterprise is server-based software that recognizes application output, transforms it into widely used formats and routes it to recipients according to the preferences of the recipient. ISVs and application developers who need to enable their applications to deliver information via Internet-based technologies can use Pulse to automatically deliver content through several channels -- secure web server, email, fax, wireless, XML, or distributed. Pulse Satellite includes an SDK with documentation and code samples. Pulse Satellite creates an opportunity to offer multi-channel content delivery services by hosting Pulse Enterprise as a service. Pulse Enterprise and Pulse Satellite are currently available. Pricing for Pulse Enterprise follows a capacity-based model, beginning at \$17,500 for a server supporting up to 2,500 output jobs per day. Pulse Satellite costs \$3,000.  
<http://www.esker.com>



This French event covers XML and its role in all aspects of e-business: from portals to e-commerce to application integration, and attracts the technical and business elite from French speaking Europe. This year there is a huge amount of interest in web services, and we will have special events around web services sponsored by Microsoft & Sun. See the link below for more information.

If this month's article makes you want to learn more about web services, join us in Paris this November! [www.technoforum.fr](http://www.technoforum.fr)

**November 19-21,  
Paris, France**



AIIM International, IDEAlliance and Bluebill Advisors have rescheduled the much anticipated ECM Conference 2001. New dates have been secured for the event at the *same location*.

Mark your calendars now:

**APRIL 29th - MAY 2nd 2002  
Westin Century Plaza Hotel, Los Angeles**

We look forward to seeing you in the Spring! Updated information will be at [www.ecmseries.com](http://www.ecmseries.com)

Please call us with any questions at +800-477-2446.

We thank you for your understanding, and hope to see you in LA!

**Full Gilbane Report subscribers receive \$100 discount.**

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- Number 7 **Editorial Interfaces & Enterprise-enabled Content**, *Bill Trippe & David R. Guenette*
- Number 6 **Why Content & XML Integration Technologies are Fundamental**, *Frank Gilbane*
- Number 5 **The Application Server Cometh, II**, *Bill Trippe*
- Number 4 **Open Source Content Management Systems: A Parallel Universe?**, *Sebastian Holst*
- Number 3 **Privilege Management & Rights Management for Corporate Portals**, *David R. Guenette, Larry Gussin, and Bill Trippe*
- Number 2 **Choosing an Architecture for Wireless Content Delivery**, *Girish Altekar, Regan Coleman*
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- Number 10 **XML: The State of the Union** *Bill Trippe, David R. Guenette*
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- 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*

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## CALENDAR

**XML & e-business Intgeration Forum.** November 20-21, Tutorials: November 19, 2001 Palais des Congrès, Paris, France. The 4<sup>th</sup> annual XML Forum will cover: web services, application integration, corporate portal architectures, content management, ebXML and EDI, Supply Chain integration, e-catalogs, XML & J2EE, B2B platforms, XML & data modeling, and more.

[www.technoforum.fr/Pages/forumXML01/index.html](http://www.technoforum.fr/Pages/forumXML01/index.html)

**XML Conference & Exhibition 2001**, December 9-14, Walt Disney World Dolphin Hotel, Orlando, FL. XML: What Really Works? How much is hype and How much is reality? The recent downturn in technology has left many people asking these questions, and many more besides, such as: How much does XML really solve today's business and technology needs? Is XML enough? What else do I need? Where can I talk to the experts and the implementers who have the experience I lack? Where can I see demonstrations of the products that might be just what I need? Where can I ask the hard questions, and get the right answers? If these questions sound familiar to you, if you want to meet with the experts, exchange opinions with the authors of today's standards, or find out what the latest products are capable of, XML 2001 is the place you want to be. <http://www.xmlconference.net/xmlusa/>

**Enterprise Content Management (ECM) 2001**, April 29-May 2, 2002, Westin Century Plaza Hotel, Los Angeles, CA. Our Enterprise Content Management Series is an educational forum where IT, business managers, developers, analysts, consultants, integrators, and vendors meet in a vendor neutral environment to discuss, debate, and share experiences in implementing enterprise content management systems and strategies. [www.ecmseries.com](http://www.ecmseries.com)

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ISSN 1067-8719