THE GILBANE REPORT

Content Technology Works!

WHAT IS ENTERPRISE INFORMATION INTEGRATION (EII)?

We have made tremendous progress in managing corporate content in the past few years. The good news is that information technology is dramatically better at managing the vast and growing amount of unstructured information that is the lifeblood and fuel for knowledge workers. Organizations now have growing collections of repositories for managing content, documents, digital assets, electronic records and forms, all in addition to the structured databases they already had in place. The bad news is that there are *so many* of these databases and repositories. Most business applications need to access or integrate information from multiple sources, sometimes even from outside firewalls, and this turned out to be an awful lot more difficult than most people expected, even when there is a well-thought-out information architecture.

This explains the excitement that surrounded EAI (Enterprise Application Integration) in the mid-to-late nineties, and today's growing interest in integration technologies that go beyond what pure EAI was capable of by using XML transformation technology in sophisticated ways.

In this issue we look at where EII came from, how it has evolved, and provide some guidance on how you should think about it in the context of your overall information strategy.

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ENTERPRISE INFORMATION INTEGRATION (EII)

Our last extended discussion of EII (*Volume 11 Number 1*) was in early 2003. A lot has changed since then in terms of the market landscape, and the problem of information integration is even bigger than it was then.

No matter what business you are in, many, if not most, of your important business applications need to include information that resides in multiple databases or content repositories. There are lots of good reasons for this:

- Distributed information is a by-product of decentralized organizations that need to be able to scale.
- The relative value of information is dependent on its accuracy, quality, and timeliness. High-quality/value information can only be maintained when its control (creation and maintenance) is in the hands of local domain experts – those who understand what the information is, and what it means.
- Knowledge worker productivity depends on their being able to get the information they need, when they need it. Even more importantly, being able to aggregate information allows for previously unknown connections to become apparent. This kind of *emergent knowledge* is as critical for business as it is for science.

Our favorite example of the requirement for information integration (as always!) is an electronic product catalog, which has to aggregate from, and remain actively integrated with, a wide variety of applications and information resources from ERP, CRM, ECM, DAM and other systems. The systems not only have to be connected, but the information in them has to be integrated, aligned, and understood. To make informed product decisions and provide acceptable customer service, a view that stretches from the customer inquiry all the way back through their history to inventory is required.

Other examples where information integration is critical are business intelligence (BI) and executive dashboard applications. Long gone are the days when most important decisions can be made based only on single or multiple sources of relational data.

The need for EII is easy to understand. What is more difficult is to determine what individual business requirements are for both the collection of information that needs to be integrated, and best technical approach to achieving it.

TERMS

Another popular acronym for EII is ECI, for enterprise *content* integration. ECI is a perfectly reasonable alternative, and we consider them interchangeable. Some vendors have chosen to use ECI simply to emphasize their solutions are more focused on integrating *unstructured* information, and to differentiate themselves from EII vendors who remain more focused on integrating *structured* information. We stick with EII because we have been using it for years and think *information* is still more neutral, and therefore more useful, than *content*.

When we talk about different information types we use the following terms: *structured* data – typically relational records, *unstructured* data – unmarked-up text and graphics, and *semi-structured* data – marked-up, or tagged, data. Semi-structured data is a fuzzy category and will only become more so since most useful business information is a combination of structured and unstructured data, so it is not helpful to try and be too rigid about its definition.

WHERE EII CAME FROM

One way to understand the evolution of EII is to consider it in the context of:

- the growth of integration technologies in the pure data world,
- the growth of unstructured and semi-structured repositories, and
- the convergence of the data and content worlds.

At some point in time 2-4 decades ago, companies installed their first database application, (probably a customer list or a part list.) Obviously integration was not a problem. Perhaps it wasn't even a problem after a few databases had been installed in different areas of the company, but at some point it became clear that better business decisions could be made quicker if there was a way to analyze this data in consolidated form. After many expensive custom solutions had been implemented (successful or not), some products and standards emerged to help with this integration. The development and acceptance of SQL gave an enormous boost to companies' ability to build applications that depended on data from multiple databases at a reasonable cost. This is probably not news to most readers.

An important characteristic of the integration challenge then was that the data, being mostly relational records, was structured data, and relatively easy to understand and manipulate, so the focus was on simply getting the data from one application to another. SQL handled the data specifics, and APIs were where the challenge was. Over the past few years EAI technologies have made it increasingly easier to integrate structured data applications. Today the challenge is not the APIs (although there is still a lot needed there), but sharing and making use of the, sometimes very complex, structure and metadata that provide the context and behavior guidance that accompany the information.

Our world view was formed largely by the state of IT circa 1980, when the very few content repositories that could be found resided outside of mainstream IT and were buried in "in plant" or "corporate" publishing and printing departments. There was seldom any database discipline applied, and integration was ignored by all except for the poor souls who had to figure out how to, *e.g.,* incorporate the latest product description or price in the electronic files before they were sent to the printer. It wasn't until the growing demand for electronic documents reached critical mass in the early 90s and then exploded with the emergence of the Web that the integration of unstructured content from various repositories and with databases gained any serious recognition from IT and CIO staffs. Since then, repositories of unstructured and semi-structured data have sprouted up in huge numbers in all areas of organizations.

What is not surprising, but is still underestimated, is that a very similar evolutionary path has taken place with unstructured data. This kind of data was mostly ignored in the past just because it was unstructured – after all, it was simply

unmanageable by its very nature. Of course, this was a bit short-sighted; it was significantly more difficult to manage, but where most business information was. Companies are now realizing how critical it is to be able to make use of the information in all their unstructured and semi-structured repositories. They are also realizing that they need to integrate all three types of information. This is what has fueled the interest in EII technologies.

So what is EII?

Since we are biased towards simplifying technology issues, we often describe the difference between EAI and EII as two halves of the same problem: EAI addressing the somewhat straightforward application *connection* problem, and EII addressing the more complex integration of the information *structures* that the applications process. In reality, it is more complicated than that, but the bifurcation is helpful in clarifying differing approaches. EII solutions today should address both application *and* information integration. In fact, the EAI Consortium has been renamed the Integration Consortium in recognition of this, and you should expect the majority of EAI vendors to come up with an information integration story.

In addition to EAI, there are other software categories and analyst concepts, old and new, that are relevant to integrating information, such as Business Activity Monitoring (BAM), the "Real Time Enterprise", Extract, Transform, and Load (ETL), Enterprise Portals, etc. These relate to some of the business problems organizations have in specific or grand ways, but we think it is more useful for IT to look at the more fundamental information management issues that underlie all of these. Only then can an information infrastructure be built that can meet the unique needs of the wide variety of existing and future enterprise requirements.

In general, EII needs to

- support all information types, structured, unstructured and semi-structured
- provide for context, i.e., where does the information fit in the schema/taxonomy of the receiving repository/application, and what are the relevant behavioral constraints.

EII Components

Aside from specific applications where information integration requirements are limited to a very small number of compatible information sources, aggregating information from various sources into a central repository is not a viable strategy. Thinking about the potential combination of maintenance and scalability and information ownership issues should convince you that a difference strategy is required.

Most EII solutions have three things in common:

- they rely heavily on XML technology in some form,
- they involve the use of a metadata repository, and
- they include some specific connectors for various repositories.

XML

The success of XML is directly related to the information integration problem. It was only a few years ago that the majority of IT shops were looking at XML primarily as a tool for sharing data and messages for EAI applications. It was also recognized as being equally suitable for structured and unstructured data, and, as a way to bridge islands of legacy repositories with the future growth of more sophisticated repositories either based on XML or easily encoded in XML.

The immediate popularity of XSLT spurred lots of EAI development, and some use of XSLT is probably a requirement in all EII solutions today. Why? Any exchange of XML information is going to involve a combination of mapping of information objects, and in most cases these will involve structural transformations to account for different contexts, i.e., uses of the information. There is simply no reason to use anything but XSL for this.

As more and more information becomes available in XML, XQuery is emerging as another key XML technology for EII. What is XQuery? The simple answer is that it is a language for accessing information in XML structures that incorporates the features of SQL. Obviously, finding information is a prerequisite to integrating it. (Some of the vendors with XQuery functionality include IBM, BEA, Microsoft, Software AG, Ipedo, Oracle, Nimble/Actuate, and Mark Logic).

Metadata repositories

How EII solutions implement their metadata repository is a key question to ask when investigating products. You need to understand how the repository gets built, how it gets updated, how its structure gets traversed, and how it aggregates and interacts with the source repositories. You should assume there are more ways to implement a metadata repository than you can think of. A metadata repository could be anything from a simple list in a file or database, to a complex schema modeling all potential information (MetaMatrix), to a sophisticated collection of RDF triplets (Metatomix). Understanding how the metadata repository works is the only way to make sure an EII solution will meet your scalability, time-to-refresh information, time-to-add another source, and maintenance resource, requirements.

Connectors

Most EII solutions will have a collection of tools for accessing some set of repositories that, more or less, come "out-of-the-box". No matter how complete or sophisticated a particular collection may be, because integration is almost by definition a matter of customization, you should expect to either modify or create new connectors.

The types of connectors will also vary by product depending on the types of markets and applications they have been developed for. For example, some EII solutions focus on more on uni-directional aggregation and distribution applications, while others focus on bi-directional information interaction. Also, vendors have domain expertise in different types of content applications, such as rich media, transactional documents, records, technical data, etc., and will have a correspondingly different set of off-the-shelf connectors.

THE MARKET

Today there are a wide range of players providing various pieces of the integration puzzle. There are companies who market themselves as EII or ECI suppliers (Context Media, MetaMatrix). There are ECM vendors who offer their own EII software (Vignette, Documentum). There are EAI vendors who are paying a lot more attention to EII (See Beyond, Web Methods). There are XML database vendors who market their platforms as EII solutions (Software AG, Ipedo). There are vendors that market EII as part of a broader integration solution (Metatomix, Snapbridge). And there are infrastructure players that have specific EII products (BEA, IBM).

IBM clearly takes this area very seriously and their activity is instructive. In addition to their own developed solutions they have a partnership with Context Media and recently acquired Venetica. IBM recognized EII was not a simple problem, but a broad multi-faceted set of complex requirements that included multiple degrees of integration, multiple types of content, multiple types of transformations and significant metadata management.

An important question is whether EII is a market of its own, or whether EII technology will simply be part of larger applications or infrastructures. Long term there will certainly be EII capability built into both – the more difficult question is what that capability will look like.

THE FUTURE

The future of EII will be determined to a large degree by the continued convergence of unstructured and structured data. With Microsoft, Oracle and IBM all morphing their database platforms into repositories for all types of data, it is only natural to expect that basic integration capabilities will increasingly be included. As this occurs the main challenges to integration will be less technical and more *informational*. That is, information integration will still be very difficult, but the center of effort will shift towards information architecture, including structure and metadata management.

Web services[1] are also especially relevant to the future of EII because they provide a way to meet fundamental needs associated with both the *application* and *information* integration requirements. Web services are part of the solution to each half of the problem because they:

- simplify the application integration to largely a one-sided problem
- allow for the scaling necessary for the large volumes of information
- get around some of the information complexity by allowing for the information to reside in environments where it is understood – where it can be manage by the humans and applications that understand it.

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[1] We won't digress into a discussion on the different definitions or political views on web services. We believe our point is general enough to be consistent with different definitions and true no matter what you think of particular standards.

Information integration will continue to be a challenge. Like many content tech-nologies, consensus on technical and architectural approaches to EII won't come close to being reached until a majority of IT and developers understand more about unstructured and semi-structured information, and such understanding won't happen until there has been a critical mass of industry experience building integrated applications. Twenty-something developers are faced with this inte-gration challenge, and while they may not fully grasp the complexity of manag-ing unstructured and semi-structured content, neither are they handicapped by data and API-centric views of the previous generations.

Not all integration issues are equal – the number of applications that need to be integrated is far smaller than the number of documents, or content elements, that need to be integrated. There are a lot of similar requirements across indus-tries and among companies who need to connect information piping between, e.g., an ERP system and a catalog internally, and even when they need to con-nect with partner systems. But the diversity of the content and related contextual processing once the information has gotten from one system to the other is infi-nite by comparison.

This means that there will continue to be a need for a wide variety of EII tech-nologies and approaches for the foreseeable future. Even though many content management functions are becoming commoditized, the value added by those who understand the content will ensure the market for multiple content tech-nologies will remain healthy. The same is true for EII. You can argue that EII technology needs to be everywhere, and in particular, included in platforms, but the need for expertise on how to effectively use it guarantees that integration specialists and product companies with domain expertise will be around for awhile.

Frank Gilbane, frank@gilbane.com

INDUSTRY NEWS

Current news, old news (to January 1999), and commentary is available at www.gilbane.com. Free RSS 2.0 news feeds are available at www.gilbane.com/syndication.html.

MEDIASURFACE UPDATES ENTERPRISE CONTENT MANAGEMENT SYSTEM
9/30/2004

Mediasurface has unveiled the latest version of its Enterprise Content Management system. Mediasurface 5.1 contains features designed to improve the way businesses manage and control their websites; it gives non-technical users more power to produce the websites their businesses require and the IT department facilities to run a web application. Morello, Mediasurface's Smart Client application, has been enhanced to facilitate better collaboration, off-line working and has a more intuitive look and feel, with visual workflow, drag and drop, copy and paste and undo functionality. The workgroup collaboration features of Mediasurface 5.1 follow the principles of standard instant messaging services, but are enhanced to bring teams working on web projects closer together. As well as the ability to send and receive messages in real-time, Mediasurface 5.1 allows pages, links and other items to be dragged and dropped into the message pane, so that a dispersed team can simultaneously view and comment on aspects of the site they are building. Users get instant notification of workflow-related matters, such as completed work that needs their approval. Also, when a page is unavailable because another person is working on it, users can request to be automatically sent a notification when the item becomes available again. www.mediasurface.com

ASTORIA & INNODATA ISOGEN TO DELIVER CONTENT MANAGEMENT AND PUBLISHING TO AEROSPACE AND DEFENSE
9/30/2004

Astoria and Innodata Isogen, Inc. announced a preferred partnership to deliver authoring, content management and publishing solutions to select industries, beginning with Aerospace and Defense. The agreement is an offering to technical publishing and project documentation groups in aerospace and other industries. Technical publishers at the contractor level and military end-users will be able to author, manage, update and publish documentation in a flexible framework that accommodates current Mil-Spec requirements and manages legacy formats. www.innodata-isogen.com, www.astoriasoftware.com

NORTHERN LIGHT RELEASES NEW VERSION OF ITS BUSINESS RESEARCH ENGINE
9/30/2004

Northern Light announced that it has released a new version of its business search engine and that the new version is available to individual users in addition to enterprises. Business professionals can use the Business Research Engine to search: 20 million web pages from 16,000 editorially-selected websites of public companies, private companies, trade journal and trade associations, venture funded companies, venture capital companies, corporate law firms, MBA programs, and the agencies of the Federal Government that regulate business; industry commentary and analysis from 5 million articles from 1,400 trade journals with the full-text and all the graphics, charts, and tables from the articles; and current news with over 7,000 stories per day from over 70 licensed newswires with the full-text index updated every two minutes. All content in the search database is classified to over 40 industries so users can drill down into the information most relevant to their jobs. A new feature in the Business Research Engine is cus-

tomizable Search Alerts that allow users to save any search and be updated daily whenever the news, journals, or Web content has new material that matches their interests. Additionally, users can customize the Business Research Engine by adding websites that they frequently review for industry information to the database for full-text searching. Individuals can subscribe to the Northern Light Business Research Engine for $50 per month for unlimited searching, document downloads, and Search Alerts. For enterprises, there is a 5-seat small office license for $2,500 per year. Unlimited enterprise-wide licenses are available for $36,000 per year. Free 30-day trials are available. www.nlresearch.com, www.northernlight.com

DATAWATCH|RESEARCHER DELIVERS CONSOLIDATED DOCUMENT & DATA VIEWS
9/30/2004

Datawatch Corporation released Datawatch|Researcher, for collaborative, documented research of enterprise content and metadata to support compliance, auditing, accounting and billing processes. Datawatch acquired the Researcher technology with its purchase of Mergence Technologies Corporation. Datawatch|Researcher searches inter-related data, documents, and communications scattered over multiple repositories, then merges and analyzes the results into comprehensive actionable case records. Combined with Datawatch|ES, Datawatch's report management and mining solution, this allows customers to unite enterprise information and support decision-making and reporting for compliance initiatives. Datawatch|Researcher is available now from Datawatch and its partners. Enterprise subscription pricing starts at $2,395 per month for a Datawatch|Researcher license that supports up to five users. Datawatch|Researcher runs on Microsoft Windows 2000 SP4, Windows XP SP1 or Windows 2003 Server, and .NET Framework V1.1+. www.datawatch.com

ARBORTEXT ANNOUNCES PARTNERSHIP WITH CAC CORPORATION
9/29/2004

Arbortext, Inc. announced it has entered into a reseller partnership with CAC Corporation. CAC Corporation will work with Arbortext to provide sales, professional services and technical support for Arbortext publishing applications targeted at Japan's pharmaceutical and financial markets. www.cac.co.jp, www.arbortext.com

CM PROFESSIONALS TO HOLD 2004 "SUMMIT"
9/28/2004

CM Professionals, a group of content management professionals from around the world, will hold its first CM Summit in conjunction with the Gilbane Conference on Content Management Technologies, Tuesday, November 30, 2004 in Boston, Mass. (U.S.) The CM Summit is a peer-to-peer meeting. Sessions will take the form of participatory discussions - no talking heads reading slide shows - facilitated by some of the world's top content management experts: Bob Boiko, Ann Rockley, Tony Byrne, Frank Gilbane, Erik Hartman, Mary Lee Kennedy, Brendan Quinn, Hilary Marsh, Bob Doyle, Scott Abel, and many others. Sessions at the summit will be devoted to content management practices that have been selected by members from among 25 best practice areas, including: Content Strategy, Business Strategy and Business Cases, Designing for Reuse, Performance Metrics, Auditing the Content, and Glossary and Resource Library. There will also be networking sessions, as well an open forum to discuss future CM Pros events and projects. "Birds-of-a-feather" sessions (informal gatherings of people with common interests) are planned for lunch at the Summit and for dinner at a Boston-area restaurant. Summit sessions will be videotaped and made available online to members who cannot travel to Boston. Fee is $100 for CM Pros members and $125 for nonmembers. Membership in CM

Pros costs $50 per year. CM Summit attendees who also register for the Gilbane Conference will receive a $150 discount on their Gilbane Conference registration. Detailed program and registration information: is at http://www.cmprofessionals.org/summit, www.gilbane.com/CM_conference_Boston_04.html

WEB CONTENT MANAGEMENT SYSTEM OFFERED FREE TO SCHOOLS IN NORTH AMERICA
9/27/2004

webEdition Software Ltd. announced a new program in which the Web site content management system (CMS) software vendor will offer their product for free to schools throughout North America. In doing so, webEdition Software Limited is doing its part to help schools build current and informative Web sites for teachers, administrators, students and parents alike. To help remedy a persistent Web site maintenance problem, and to enhance the professionalism of the homepages published by North American schools, webEdition is offering the Standard Version of their software free of charge to eligible primary and secondary educational institutions. Schools that wish to take advantage of this webEdition "School Homepage Offer" can acquire further details at: http://www.webedition-cms.com/education/home_page_offer

FILENET ANNOUNCES SUPPORT FOR MICROSOFT'S VISUAL STUDIO .NET 2003
9/27/2004

FileNet Corporation announced its FileNet P8 3.0 platform offers support for Microsoft Web Services Enhancements (WSE) 2.0, which helps to simplify the development of secure XML Web Services. Microsoft WSE 2.0 is part of Microsoft Visual Studio .NET 2003 and is integrated within the .NET Framework, enabling Windows developers to build secure XML Web Services based on the latest Web Services protocol specifications. Support for XML Web Services and Visual Studio .NET enables FileNet to support customers that are moving to adopt Service Oriented Architectures (SOA). XML Web Services makes it easier to integrate content and process management capabilities into business applications. www.filenet.com

VERITY RELEASES KEYVIEW SOFTWARE DEVELOPMENT KITS 8.0
9/27/2004

Verity Inc. announced the immediate availability of its latest Verity KeyView Software Development Kits (SDKs) for enterprise applications, version 8. The Verity KeyView Filter SDK lets applications filter and extract text from multiple formats on a wide variety of platforms. The SDK can automatically recognize up to 296 file types and apply the correct filter without relying on file-name extensions. Verity KeyView release 8 now offers support for the latest version of Adobe PDF 1.5, OpenOffice 1.0, Microsoft Office 2003 XML, Sun StarOffice 7.0 and Visio 2003. Valid XML and Web-ready HTML conversion is achieved with the Verity KeyView Export SDK. This SDK provides controlled data structure conversion for XML and HTML formatting. Verity KeyView Viewing SDK allows the display and printing of a multitude of file formats with high fidelity. This latest release provides a viewing application programming interface and ActiveX Control, which allows the integration of this SDK into an enterprise application faster and easier than previous versions. The Verity KeyView 8.0 Software Development Kits are now available. www.verity.com

INSCI ANNOUNCES MARKETING CONTENT MANAGEMENT
9/27/2004

INSCI Corp. announced its Channel Marketing Solution. The solution is available as installed software or via INSCI hosted services (ASP), and is designed to enable companies to accelerate their global channel marketing programs; reduce marketing distribution costs; increase visibility and market share through each distributor; and improve productivity through the intelligent reuse of content for campaigns worldwide. Built on INSCI's enterprise DAM technology, the INSCI Channel Marketing Solution is a complete solution for the centralized management of marketing materials, from creation to distribution. The system's metadata model automates the distribution of content, so companies can create secure, web-based portals for sharing and distributing marketing materials to internal groups, outside agencies, distributors, and product consumers. Easily modified, the user interface of the Channel Marketing Solution can be customized for each user group – distributors, vendors, agencies, and consumers can have a different user experience, viewing only the content relevant to their needs. The Channel Marketing Solution is shipping and available today. www.insci.com

TAXONOMY PROVIDER INDRAWEB CHANGES NAME TO INTELLISOPHIC
9/27/2004

Indraweb.com, Inc. announced that it has officially changed its name to Intellisophic, Inc. According to company management, the name change more accurately reflects the company's core offering and marks a shift in strategic focus. "Sophic" means "teaching wisdom", reflecting how the company leverages trusted knowledge sources such as encyclopedias, text books and reference manuals to develop taxonomic data. The company is also bringing a new emphasis on partnerships and has invited other vendors to license the content for use in their applications. Intellisophic offers its products to customers across a wide variety of industries, including life sciences, information publishing and government intelligence agencies. The company has also recently forged alliances with other technology providers such as Inxight, DFI International, Mark Logic and DataLever which enhance their product offerings with Intellisophic's taxonomic content. www.intellisophic.com

DATAMIRROR UNVEILS INTEGRATION SUITE 2005
9/27/2004

DataMirror Corporation introduced Integration Suite 2005, a solution designed to solve real-time data integration challenges across relational databases and disparate computing platforms. DataMirror Integration Suite 2005 combines integration technology with global services. The data integration functionality and services is interoperable, allowing customers to utilize specific data integration capabilities separately or in unison. The Suite also supports a host of business applications, including active data warehousing, business intelligence, business activity monitoring, customer relationship management, e-Business, data auditing/compliance, data distribution, and mobile computing. DataMirror introduces a new version of its data integration software solution, DataMirror Transformation Server as a core component of Integration Suite 2005. With increased functionality aimed at helping companies share up-to-date data with customers, partners, and employees, Transformation Server 5.2 includes added flexibility, interoperability, and performance. www.datamirror.com

DAY & GFT SOLUTIONS INTEGRATE PRODUCT SUITES
9/23/2004

Day and GFT Solutions announced the mutual integration of the product suites Communique and HYPARCHIV to create a content lifecycle platform. The joint platform enables companies to manage the entire lifecycle of enterprise content – from formation via active use to archiving. GFT's HYPARCHIV covers document management and secures the archiving of company relevant information. Day complements these services with its enterprise content management system, Communique. The joint content lifecycle platform allows for creation, approval, publishing and storage, and enables companies to manage paper-based information such as invoices, offerings, letters with any kind of digital information – from E-Mails via Microsoft documents to images, movie sequence or audio files – in one system. The solution offers workflow and business process management functionality. All information can be stored via the system in data-secure archives and optical storage. The system offers interfaces for the integration of third-party solutions and is based on JSR 170. www.gft.com, www.hyparchiv.com, www.day.com

INTERCEA & MEDIASURFACE ANNOUNCE MANAGED SERVICE OFFERING
9/22/2004

Mediasurface announced that it has entered into a partnership agreement with Intercea Plc, a Managed Services specialist. The new partnership will provide companies with fully managed Mediasurface solutions hosted at Intercea's UK-based datacentre. Under the agreement, Mediasurface will become part of the Intercea product set, and will be delivered as a proactively managed service - at flexible low cost monthly payments. www.mediasurface.com, www.intercea.co.uk

PUREEDGE & IBM TO OFFER PROCESS AUTOMATION QUICK START FOR GOVERNMENT
9/22/2004

PureEdge Solutions Inc. announced that it has partnered with IBM to offer Process Automation Quick Start for Government a turn-key starter package to automate forms-based government processes. The e-Government solution will be jointly sold by IBM and PureEdge and includes sample forms, software and professional services that provide a way for state, local and federal governments to automate the delivery of grants, applications, permits and other forms and records. The Quick Start offering expedites the deployment of PureEdge XML e-forms with IBM Content Manager, and can be further extended with the addition of IBM WebSphere Business Integration tools for workflow and business process modeling. The solution will be jointly delivered by PureEdge and through IBM's global distribution channels. www.pureedge.com

VERITY & eFORCE TO CO-MARKET INTEGRATED PORTAL SOLUTION TO HEALTHCARE MARKET
9/21/2004

Verity Inc. and eFORCE Inc. announced an agreement to provide healthcare organizations with an integrated portal solution. The agreement calls for both companies to co-market and co-sell their respective technologies to each other's client base in the healthcare arena. With this agreement, joint customers will be able to leverage Verity K2 Enterprise's advanced search, classification and recommendation capabilities within a portal framework consisting of repeatable processes, methodologies and technology deployed using the eFORCE Global Delivery Model. Verity K2 Enterprise's advanced search, classification and recommendation capabilities can en-

able users to search, browse and retrieve any content within the eFORCE portal. In addition, the Verity solution's real-time indexing capability can enable users to search and retrieve this information as soon as it is created or modified. www.eforceglobal.com, www.verity.com

METAMATRIX SIGNS TECHNOLOGY PARTNERSHIP WITH BUSINESS OBJECTS
9/21/2004

MetaMatrix announced the signing of a technology partnership with Business Objects. Under the terms of the agreement, MetaMatrix will join the Business Objects Technology Partner Program and the two companies will engage in joint sales and marketing activities of there EII and BI offerings. MetaMatrix enables organizations using the business intelligence platform and tools from Business Objects to complement their implementations with on-demand access to information integrated from disparate sources including data warehouses, ERP and CRM applications, legacy systems, as well as XML and ODBC-based data sources. With its library of connectors to packaged applications and data sources, including SAP R/3, Oracle, PeopleSoft, Siebel, MetaMatrix can also co-exist with Business Objects Data Integrator, a batch and real-time data integration platform, and help to provide on-demand information access across disparate data silos. MetaMatrix is also able to provide Business Objects customers with metadata management capabilities. www.businessobjects.com, www.metamatrix.com

DAY PROVIDES CONTENT REPOSITORY API FOR JAVA TECHNOLOGY TO APACHE TO PROMOTE JSR 170
9/21/2004

Day announced that it has made available an implementation of the Content Repository API for Java Technology (JCR) to the Apache Software Foundation in order to further promote industry adoption and collaboration of the JSR 170 standard. Apache has formed a new Incubator project, code-named "Jackrabbit", to accept the donation and guide future development of the software. JSR 170 recently passed the public review stage of the Java Community Process, and is currently incorporating public comments. Day, as JSR 170 Specification Lead, is responsible for developing an official Reference Implementation and Testing Compatibility Kit for the Content Repository API, and has chosen to do so through the Apache open source community in order to promote open collaboration among the various industry participants and further adoption of the standard by the community of server-side Java application developers. The JSR 170 expert group includes members from 22 independent companies, including Apache, BEA, Fujitsu, Hewlett-Packard, IBM, Novell, SAP, Sun and Oracle. www.apache.org, www.day.com

MARK LOGIC ANNOUNCES OPEN CONTENT ARCHITECTURE (OCA) & PARTNERS
9/21/2004

Mark Logic Corporation announced the Open Content Architecture (OCA) and new partner network. Using Mark Logic and the solutions provided by its partners, customers now have an open, extensible platform on which content-centric applications can be rapidly built and deployed. The new partner network includes providers in content conversion, content authoring and real-time collaboration, content enrichment, entity extraction, dynamic taxonomy generation, visualization, and content integration. Together these companies will deliver solutions for customers leveraging Mark Logic as an open content database platform. Founding members in the Partner Network include: Blast Radius, ClearForest Corporation, Composite Software, Exegenix, Groxis, Intellisophic, Inxight, Itemfield, and Olive Software. Under the OCA model, customers construct content applications built on Mark Logic's standards-based content reposi-

tory with a compatible architecture. Third party solutions that provide specific functionality can be "snapped onto" the content repository as needed. www.marklogic.com

XYENTERPRISE ANNOUNCES INFOPATH ADAPTER FOR XML CONTENT MANAGEMENT
9/20/2004

XyEnterprise announced a new adapter which integrates Microsoft InfoPath with XyEnterprise's Content@ content management software. The adapter enables the use of InfoPath as a customizable interface to Content@'s XML content creation, editing, and re-use capabilities. The Content@ adapter to InfoPath provides a form-based interface based on Microsoft Office technology, then stores and manages the content from the form in XML in the Content@ system. All other standard Content@ features, such as workflow, re-use, version control and multi-channel delivery are available to users through the adapter. The Content@ InfoPath adapter is available for early adopters now. www.xyenterprise.com

OPEN TEXT ANNOUNCES PEOPLESOFT INTEGRATION CERTIFICATION
9/20/2004

Open Text Corporation announced a new Livelink solution which integrates with PeopleSoft Enterprise Financial Management 8.8 to improve invoice handling and reduce processing costs for customers. The Open Text solution, called Livelink for Accounts Payable, applies Livelink's workflow and document management tools to facilitate the processing and tracking of invoice documentation. Livelink for Accounts Payable offers a complete solution that includes flexible workflow to manage invoice routing, document management capabilities and data capture technology. The solution also provides data entry with document imaging, optical character recognition, and "heads-up" data entry, in which online guides give users a way to enter invoices. Once an invoice is approved, Livelink for Accounts Payable automatically provides invoice data to users creating invoices in PeopleSoft. www.opentext.com

WM-DATA JOINS IBM'S ISV ADVANTAGE INITIATIVE TO OFFER CONTENT MANAGEMENT
9/20/2004

WM-data joined IBM's ISV Advantage Initiative, a program designed to provide independent software vendors (ISVs) with technical and marketing support to help meet the specific information technology needs of small and medium businesses (SMB) and public sector customers. Enabling jContentM on IBM's middleware; WebSphere Portal, WebSphere Application Server, DB2 Universal Database and IBM eServers running Linux will help WM-data offer the market a Content Management Solution. The Content Management system jContentM contains all the functionality needed to build and maintain a constantly changing website. The system enables business users to create and approve documents, get them to the Web faster and keep a dynamic inventory of the content. WM-data will also work closely with IBM to expand its visibility in target vertical industries through various co-marketing and sales activities for Content Management Solutions. www.ibm.com, www.wmdata.com

FAST INTRODUCES OEM ENTERPRISE SEARCH SOLUTION
9/20/2004

Fast Search & Transfer (FAST) announced FAST InStream, an OEM enterprise search solution developed specifically for independent software vendors (ISVs). Based upon FAST's Enterprise

Search Platform (FAST ESP). Supporting both structured and unstructured data, FAST InStream provides value across all types of software applications, including: Enterprise Portals, Content and Document Management systems, Customer Relationship Management (CRM) solutions, Enterprise Resource Planning (ERP) solutions, Business Intelligence (BI) suites and applications, and Storage and Archiving solutions. www.fastsearch.com

VERITY ANNOUNCES INTEGRATED EXTRACTION SOFTWARE
9/20/2004

Verity Inc. announced the availability of Verity Extractor 1.0, software that identifies and extracts concepts, patterns and entities in content distributed across an organization. It is the first such Verity product that integrates directly with the company's enterprise-class search, classification and recommendation technologies. The tools include combinations of Parametric Selection, fielded search and full-text search that use the extracted entities to enhance search relevancy. Entities identified by Verity Extractor can also be used to enable Verity faceted taxonomies. The most common information entities are ready to deploy out-of-the-box with Verity Extractor. They include: names of commercial organizations, people, places, postal/Internet addresses, phone numbers, dates, times, numbers, prices and amount of currency, Imperial and metric measures, Social Security numbers, job titles and holidays. www.verity.com

NEW CONTENT MANAGEMENT PROFESSIONALS ORGANIZATION ANNOUNCED
9/20/2004

A group of thirty content management experts from around the world has announced the formation of CM Professionals (CM Pros), an international community of content management professionals whose purpose is to further best practices based on shared experiences of experts and peers. CM Pros offers a members-only mailing list, a collaborative website, discussion forums, issue-oriented group blogs, knowledge wikis, syndicated web services, a job board, a professional directory and a calendar of face-to-face meeting opportunities. CM Pros will raise awareness of content management as an essential discipline that builds value, both financial and human, for companies and organizations. CM Professionals will hold its first CM Summit, in conjunction with the Gilbane Conference on Content Management Technologies, Tuesday, November 30, 2004 in Boston, Mass. (U.S.A.). (www.gilbane.com/CM_conference_Boston_04.html). As CM Professionals grows they will work closely with other organizations that share many of our goals. CM Pros will coordinate thinking about recommended standards for best practices with these organizations, and will work closely with graduate schools that are training the next generation of information professionals. www.cmprofessionals.org

STELLENT RECEIVES PEOPLESOFT ENTERPRISEONE 8.9 & 8.10 CERTIFICATIONS
9/20/2004

Stellent, Inc. announced that its Stellent Imaging and Business Process Management solution achieved EnterpriseOne 8.9 and 8.10 certification by PeopleSoft, Inc. This interface certification, conducted by the PeopleSoft Partner Certification team, helps assure EnterpriseOne users that Stellent delivers a ready-to-use solution. Stellent Imaging and Business Process Management allows customers to extend the functionality of their existing PeopleSoft deployments by adding document imaging, workflow and collaboration capabilities. With Stellent, EnterpriseOne 8.9 and 8.10 users can capture, store, access and participate in the flow of business transaction data and documents from a single, integrated PeopleSoft application. Integrated solutions from Stel-

lent include accounts payable, accounts receivable, travel and expense reporting, and human resources. www.stellent.com

SYSTEMS ALLIANCE ANNOUNCES CONTENT IMPORT TOOLSET
9/16/2004

Systems Alliance, Inc. announced the addition of a Content Import Toolset (CIT) to SiteExecutive, the company's Web Content Management System. With CIT, SiteExecutive can now migrate web content from pre-existing sites in an automated way. CIT reduces the need for manual content conversion efforts while increasing the speed and precision with which sites can be enhanced and maintained. CIT crawls an existing website and imports content in virtually any format, including all binaries such as images and PDFs while maintaining all links to keep site structure integrity. CIT allows specification of content within particular sections and pages of the site, providing a customized or phased approach to the conversion process. Analysis reports provide feedback on the status of the migration. Templates and styles are then applied to the newly-migrated content. The Content Import Toolset is available immediately through SiteExecutive. www.systemsalliance.com

IMARKUP SOLUTIONS RELEASES IMARKUP SERVER V5 WITH ELECTRONIC FORMS PROCESSING
9/16/2004

iMarkup Solutions has released iMarkup Server v5. The iMarkup Server is a web-based software solution providing document management, workflow automation, electronic forms processing, and document imaging. The eForm builder integrated into Microsoft Word makes is for organizations to move their manual paper based forms into an automated web-based eForm. The iMarkup Server transforms your document based information into knowledge assets by providing storage, categorization and search technologies. It provides users with an way to manage, distribute, locate, collaborate on, annotate and review documents and digital content. It supports users in all stages of the document lifecycle. The iMarkup Server is an "out of the box" product that is easy to install and administer. www.imarkup.com

BORLAND & VIGNETTE PARTNER TO HELP ENTERPRISE SOFTWARE TEAMS DEVELOP AND PUBLISH WEB SERVICES
9/15/2004

Borland Software Corporation and Vignette Corp. jointly announced a relationship and combined solution designed to help organizations accelerate the creation of portlets with custom functionality, improve the design and quality of Web interfaces, and consolidate management of disparate portlet functionality across the enterprise. The solution will consist of a portlet creation plug-in for Borland JBuilder 2005 and the Vignette Application Portal Borland Developer Edition. This wizard-based solution is designed to help developers create custom portlets based on JSR 168. Borland and Vignette also are working together on marketing programs and events promoting JBuilder 2005 and the Vignette Application Portal. The companies intend to collaborate on software application bundles for enterprise customers that Java and need to aggregate and publish extensive data sets and information. The Vignette Application Portal and Borland JBuilder 2005 are both available and shipping today. The JBuilder 2005 and Vignette Application Portal Borland Developer Edition bundle will be widely available in September. www.vignette.com, www.borland.com

IPEDO ANNOUNCES BETA PROGRAM FOR "DUAL-CORE" VERSION OF XML INTELLIGENCE PLATFORM
9/15/2004

Ipedo announced an enterprise Beta Test Program for the Ipedo XML Intelligence Platform (XIP), which helps organizations integrate and leverage their information assets. Ipedo XIP integrates and manages information from disparate, complex data sources and enables real-time business decisions. The Beta Test Program, which begins the week of October 11 and runs through November, has been designed to allow select customers and partners to provide feedback and influence product direction on Ipedo XIP. The program will also feature an extensive set of tests with BI and reporting tools. The Ipedo XML Intelligence Platform is a combination of information integration and intelligence technology. The software platform uses advanced XML techniques to extract and manage business critical data from disparate data sources, regardless of format. Ipedo expects that the product will be commercially available in the fourth quarter of 2004. A limited number of customers and partners will be selected for inclusion in the testing. www.ipedo.com

STELLENT CONTENT MANAGEMENT CERTIFIED FOR U.S. DoD 5015.2 - STD CHAPTER 4
9/14/2004

Stellent, Inc. announced its Stellent Records Management solution has received U.S. DoD 5015.2 - STD Chapter 4 certification, which is important for any federal government organization that manages classified records or documents. In order to meet certification, Stellent demonstrated its records management technology could define and manage classification guides and rules that define security clearance levels; and provide security features, such as access control lists and classification schemes that allow records managers to control document access. In addition, Stellent demonstrated its extensible metadata model can simplify the process of declaring and searching for records, and its reporting and auditing features can track all user interactions in the system. The U.S. DoD 5015.2 - STD Chapter 4 certification verifies Stellent Records Management's ability to control the creation, declaration, classification, retention and destruction of electronic and non-electronic records, including scanned documents. This Stellent software has also been re-certified against the main DoD 5015.2 - STD Chapter 2 standard, which has become the de facto records management standard in North America. www.stellent.com

XEROX GLOBAL SERVICES & MICROSOFT IN XML CONTENT MANAGEMENT ALLIANCE
9/14/2004

Xerox Corporation's Global Services division has developed a systems integrator alliance with Microsoft Corporation, designed to help businesses improve the connections between their office workers and business-critical information. By combining Xerox Global Services' document management know-how with Microsoft technology, the partnership will help customers capitalize on XML-based content management solutions, which essentially "tag" information so workers can extract precisely the information they need when they need it. Key to the alliance strategy is Xerox Global Services' Information Worker Productivity Assessment, based on Lean Six Sigma methodologies. The assessment begins with Xerox experts who evaluate how a company and its people create, share and manage content and documents. Then Xerox and Microsoft use the IWPA data to identify ways to achieve efficiency gains, cost-savings and improved access to critical business information. By leveraging the smart document capabilities built into

Microsoft Office 2003, Xerox helps businesses leverage XML and XML Web Services to stream-line document-intensive business processes, such as airline maintenance and repair advisory bulletins, product documentation and regulatory compliance filings.
www.xerox.com/globalservices

VERITY RELEASES MEDICLAIM 9.0
9/14/2004

Verity Inc. announced the availability of Verity MediClaim 9.0, the latest version of their medical claims processing content capture solution. Verity MediClaim replaces the manual data entry of standardized healthcare information forms, such as HCFA 1500 and UB 92 with efficient paper-to-digital processing. This solution automates the processing of forms and documents, improving medical claims' throughput and productivity rates. The company has incorporated broad extensibility through Microsoft VBA (Visual Basic for Applications), tight integration with Microsoft SQL Server, and enhanced security capabilities in this new version. The new Verity Medi-Claim release includes enhancements that will allow the software to be distributed more efficiently across the enterprise, integrating with enterprise-level business applications more easily, securely, reliably and with better alpha-numeric and image recognition performance.
www.verity.com

SCHEMALOGIC & LOCUS SYSTEMS IN JOINT VENTURE
9/14/2004

SchemaLogic and Locus Systems announced that they have formed a joint venture called Locus Software, will distribute information management software, including SchemaLogic products to commercial and government organizations. The new company will be responsible for identifying and establishing value-added-resellers (VARs) for the SchemaLogic solution. Locus Software will identify and add other software vendors to complement the SchemaLogic product suite.
www.locussoftware.com, www.locussystems.com

XEROX UNVEILS DOCUSHARE 4.0
9/14/2004

Xerox Corporation unveiled DocuShare 4.0, the latest version of its secure, Web-based enter-prise content management (ECM) software. DocuShare 4.0 offers a range of collaboration and usability enhancements out of the box and makes available three new modules for records management, archiving, and e-mail messaging. DocuShare 4.0 delivers new content manage-ment tools that allow distributed users to work in teams and publish to intranets, extranets, and public Web sites. The new My DocuShare personalized home page allows office workers to view and manage personal project pages, collections, documents, tasks, team calendars, work spaces, and threaded discussions from a single portal-like page. DocuShare 4.0 can be inte-grated with Xerox FreeFlow SMARTsend. DocuShare 4.0 also integrates with Kofax Ascent Cap-ture, ScanSoft PaperPort, and Omtool AccuRoute. Through integration with Verity's K2D search engine, DocuShare 4.0 offers improved search filtering. The entry-level U.S. list price for a com-plete DocuShare system with 10 seats is under $5,000 and a 100-seat system is under $12,000. Existing DocuShare 3.0 and 3.1 customers with a Gold support agreement can upgrade to Do-cuShare 4.0 at no charge. DocuShare 4.0 and the new add-on modules will be available in the U.S. through select channels by year's end 2004. Multi-lingual versions of DocuShare 4.0 will be available in the first half of 2005. www.xerox.com/docushare

FACTIVA ADDS U.S. GOVERNMENT & MILITARY PUBLICATIONS
9/14/2004

Factiva has added nine sources of information about the U.S. federal government and the U.S. military. The publications from the Army Times Publishing Company, an arm of Gannett, provide an independent and authoritative view of current government and military issues. Factiva customers will now have access to the full text of the Federal Times and Defense News, which address rapid changes taking place and offer insights for federal managers and senior defense decision makers. Also being added to Factiva are the Armed Forces Journal, Intelligence Surveillance and Reconnaissance, and Training & Simulation Journal, magazines providing in-depth features and analysis for officers, and Army Times, Navy Times, Air Force Times, and Marine Corps Times, which provide comprehensive coverage of the armed forces for members of the U.S. military. Using Factiva services, customers can make these important sources part of their everyday workflow via email and news alerts, delivered automatically. www.factiva.com

CROWNPEAK UNVEILS SPECIAL PRICING FOR STATE, COUNTY & LOCAL GOVERNMENT AGENCIES
9/13/2004

CrownPeak Technology rolled out a new program offering state, county and local government entities up to a 33 percent discount on its Advantage CMS content management software - and announced it is offering additional bundled services to all government agencies, designed to meet their unique accessibility and design compliance needs. CrownPeak has developed specific bundled services to ensure compliance with accessibility, design and archival standards. CrownPeak can guarantee consistent compliance with Section 508 of the Americans With Disabilities Act, which requires Web sites to be accessible to blind and low-vision visitors. A template system enforces design and navigational standards throughout all Web pages. The company's versioning and content monitoring tools enable government organizations to come instantly into compliance with data archive regulations, as they are established and modified. CrownPeak's special pricing extends to billing terms for government agencies, under which the company will agree to amortize upfront service fees over the first year or even 18 months of a contract. CrownPeak is certified for purchase through GSA and many state purchasing mechanisms. www.crownpeak.com

DAVISOR INTRODUCES OFFISOR TRANSFORMATIONS, ADDS POWERPOINT TO OFFISOR 3.0 PARSERS
9/13/2004

Davisor, a developer of Java-based data visualization, conversion and presentation tools, has introduced two new Java- and XML-based products, which enable companies to convert legacy documents from different sources into XML, and to publish fully personalized materials by merging dynamic information into these legacy documents. The new Offisor Transformations allows companies to convert their legacy documents into several different output formats. Offisor Transformations converts Offisor XML outputs into HTML, XHTML, XSL-FO (PDF), RTF and DocBook. With Offisor Transformations companies can now produce different types of demanding outputs from their legacy data. Offisor Transformations is used together with Offisor, which converts legacy documents fully into XML. Davisor has released Offisor 3.0, which now converts also PowerPoint documents into XML, in addition to Word and HTML documents and images contained in them. With Offisor 3.0, companies can fully access their document archives containing valuable data in different formats, and search for the information they need. Offisor Transformations can then be used to publish the documents both on- and off-line and in print. Davisor Offisor and Transformations can be used to create e.g. personalized marketing materi-

als, offers, order confirmations, invoices etc. from Word templates and dynamic data coming from different sources. Offisor can be either embedded into any pure Java application or used independently with command line applications. Davisor Offisor 3.0 and Offisor Transformations are available today. www.davisor.com

KANISA INC. & KNOWLYSIS PARTNER
9/10/2004

Kanisa Inc. and Knowlysis announced a strategic partnership. The alliance enables Kanisa's customers to leverage Knowlysis' years of knowledge management, data analysis, content conversion and Web publishing experience to improve customer service. In addition to standard Kanisa implementation services, Knowlysis will provide Kanisa's rapidly growing customer base with highly specialized knowledge management consulting, including Best Practices for Legacy Content, Optimization of Knowledge Ontologies, and Automated Content Feeds. www.kanisa.com

VENETICA ANNOUNCES AVAILABILITY OF CONTENT BRIDGE FOR HUMMINGBIRD ENTERPRISE DM
9/8/2004

Venetica announced general availability of its Content Bridge for Hummingbird Enterprise DM. This announcement is part of an on-going sales and marketing partnership with Hummingbird Ltd. The Content Bridge for Hummingbird DM enables users to perform federated searches across DM and other repositories, copy content from other systems into Hummingbird and access content from other systems as part of a Hummingbird business process. Venetica's integration will also enable users to access Hummingbird content from enterprise business solutions, such as Siebel, and enterprise portals, including BEA WebLogic, IBM WebSphere and Oracle. VeniceBridge enterprise content integration capabilities can also be integrated into Hummingbird Enterprise RM to apply enterprise-wide records management for distributed content. www.hummingbird.com, www.venetica.com

REDDOT LAUNCHES LIVE SERVER VERSION 2.1
9/8/2004

RedDot Solutions announced the release of RedDot Live Server. The latest extension of RedDot's enterprise content management solution, RedDot Live Server gives businesses the ability to securely deliver targeted online content to customers, partners and employees without affecting other critical systems. The modules available with RedDot Live Server include RedDot Live Server Personalization Manager, RedDot Live Server Application Portal, RedDot Live Server Application Framework, RedDot Live Server Web Service Connector, RedDot Live Server Open API, RedDot Live Server Search Engine, and RedDot Live Server Portal Integration. www.reddot.com

TOP IMAGE SYSTEMS & XTRAMIND ANNOUNCE OEM PARTNERSHIP
9/7/2004

Top Image Systems Ltd and Xtramind Technologies GmbH announced a new OEM partnership agreement. Through Top Image Systems' (TiS) solution, all documents entering a client's organization are captured, processed, and delivered. The integration of Xtramind's content classification component into TiS' eFLOW platform allows for automatic routing, classifying and archiving of documents according to user-defined categories. Utilizing Xtramind's modern language technology and artificial intelligence, eFLOW now offers precision in content analysis. The completed, integrated self-learning system can adapt to new document types, topics, and

subject areas. All documents can be automatically distributed to the respective department or contact person within the organization at any stage of the process. The data extracted from the documents is delivered into ERP, CRM, or other enterprise application systems. www.topimagesystems.com, www.xtramind.com

VERITY RELEASES ULTRASEEK 5.3
9/7/2004

Verity Inc. announced the availability of Verity Ultraseek release 5.3. This latest release incorporates: Page Expert to recognize patterns in HTML pages, so that the spider indexes only the relevant content, and skips over navigation, menus, advertisements and common template-generated text; Relevance Tuning and Editorial Control Options to fine-tune search results to match information structure of the documents and end-user needs; Multi-Spider to allow the spidering technology to make multiple simultaneous HTTP requests to a single host, enabling users to get access to new and updated content quickly; Weblog Update to ensure that new entries are searchable by accepting notification whenever new content is published to selected blogs; Enhanced Secure Search to ensure only those documents that a user is authorized to view will appear in the results lists; and Expanded Platform Support to include Red Hat Enterprise Linux 3.0 and SUSE Linux 8.0. www.verity.com/ultraseek

INTERWOVEN ANNOUNCES TEAMSITE FOR LINUX
9/7/2004

Interwoven, Inc. announced that it will release a version of its TeamSite content management software for the Linux platform. TeamSite will join Interwoven OpenDeploy and Interwoven WorkSite MP on the Linux platform. The initial release of TeamSite for Linux, a Workgroup Edition, will help ensure a low total cost of ownership for departmental solution deployments such as employee self-service, portals and intranets. Interwoven TeamSite for Linux supports Red Hat Enterprise Linux ES version 3. A license for the Workgroup Edition, which encompasses five websites and 100 users, starts at $49,000. General availability is scheduled for September 2004. www.interwoven.com

TAIWANESE INFORMATION RETRIEVAL & LINGUISTIC COMPANY TO SELL CONVERA'S SEARCH SOFTWARE IN ASIA PACIFIC
9/7/2004

Convera Corporation announced the execution of a reseller agreement with Tornado Technologies, a Taiwan-based information retrieval platform provider. Tornado Technologies will resell Convera's RetrievalWare software to its base of customers for its Information Retrieval Management System (IRMS). Tornado's IRMS solution is best known for linking and integrating internal data sources within the growing Asia Pacific manufacturing sector. By localizing the RetrievalWare user interface and adding other modifications, Tornado Technologies is also strategically adapting Convera's search technology for the expanding Chinese market. The Taiwanese company is also reselling RetrievalWare to the semiconductor, telecommunications, manufacturing, and government sectors in the broader Asia Pacific region, with Taiwan and China among the first countries targeted. www.tornado.com.tw, www.convera.com

KONTIKI & IBM TEAM FOR ENTERPRISE RICH MEDIA DELIVERY
9/2/2004

Kontiki announced it will team up with IBM to offer companies a way to tap their unused computing resources to deliver rich media, including DVD-quality video and software, to employees

and customers with a cost savings over traditional delivery methods. Kontiki will offer customers a solution that incorporates Kontiki's Delivery Management System (DMS) software running on IBM's eServer systems. The Kontiki DMS can integrate with IBM's products including Tivoli software and DB2 Universal Database. The joint solution can allow companies to securely deliver video and software updates in conjunction with existing software distribution systems to all employees, even to remote offices. Kontiki's DMS is built on the company's Grid Delivery Technology. Kontiki is also collaborating with IBM to develop a set of standard web service APIs to allow heterogeneous enterprise systems to integrate with grid delivery systems such as the Kontiki DMS. www.kontiki.com

CODEMANTRA INTRODUCES UNIVERSAL PDF
9/2/2004

codeMantra, LLC introduced the Universal PDF, a single file format accepted by many electronic distribution channels. The codeMantra Universal PDF file specification includes all of the following features to facilitate acceptance by electronic content distributors: Properly embedded fonts, Cropped registration marks and blank areas, Image and text disclaimers inserted, Bookmarked table of contents, Cover page cleaned up and inserted, Linked table of contents, Linked endnotes, Headings linked to table of contents, External URLs linked, and Reformatted and resized images. The Universal PDF solution from codeMantra allows publishers to have one fully-compliant file created for nine of the leading electronic book distributors, as well as several additional electronic content aggregators. Creation of this file from Print PDF, HTML, XML, QuarkXpress, Adobe PageMaker, FrameMaker, InDesign, Ventura, 3B2, Microsoft Word, and many others is a rapid process, with the majority of files completed within one week. Pricing for this product begins at $85, including file delivery. Additionally, since hardcopy and image-based input titles offer unique challenges in creating a text-based PDF output, codeMantra is simultaneously introducing the Universal Image PDF to ease the financial burdens of creating electronic content from these inputs. www.codemantra.com

MICROSOFT RELEASES SERVICE PACK 1 FOR SHAREPOINT TECHNOLOGIES
9/2/2004

Microsoft released two new Service Pack 1 (SP1) releases, which provide performance improvements for Microsoft Office SharePoint Portal Server 2003 and Microsoft Windows SharePoint Services. In addition to improved stability and security, SharePoint Services SP1 includes support for files as large as 2 GB. SharePoint Services SP1 lets customers and partners to apply patches and hot fixes. SharePoint Portal Server 2003 customers and partners will need to apply the Windows SharePoint Services SP1 to download and apply the SharePoint Portal Server 2003 SP1. SharePoint Portal Server 2003 SP1 improves search functionality in a number of areas, including propagation, crawling reliability, keyword or best-bet search results, alert conditions, more robust XML filtering, and linguistic accuracy. Content Watson functionality enables improved quality through streamlined issue reporting between a customer's networked computer and the Microsoft development team. Customers will be able to access language templates for 11 additional languages, including Croatian, Latvian and Slovenian. www.microsoft.com

FAST SEARCH & TRANSFER ANNOUNCES FAST ADVISOR
9/2/2004

Fast Search & Transfer (FAST) announced FAST AdVisor, an enterprise-wide software solution that facilitates the introduction between buyers and suppliers for Internet Yellow Pages (IYP), Business to Consumer (B2C) and Business to Business (B2B) verticals, online classifieds, and traditional publishers. FAST AdVisor aggregates information from any structured and unstructured data source, including not only the publisher's own proprietary content, but also advertiser,

third-party and web content. It provides organizations with a relevancy framework that allows them to control the user experience through InPerspective, FAST's rank tuning module. FAST AdVisor also includes advanced navigation and drill down capabilities, allowing users to do multi-level sorting of their search results by a variety of parameters. Using multi-level sorting, the end-user is in control of how the results are displayed. The business manager defines the rules for how advertisers are seen. FAST AdVisor also includes linguistics capabilities that include multi-lingual dictionary and synonym management, and spell-checking. With the analytics and reporting features of FAST AdVisor, the online directory provider can tune the system based upon how end users are searching and navigating. www.fast.no

FAST TO ACQUIRE NXT, FOLIO, LIVEPUBLISH & GETSMART FROM NEXTPAGE
9/1/2004

Fast Search & Transfer (FAST) announced a definitive agreement to acquire the Publishing Applications Business Unit from NextPage, including the NXT, Folio, LivePublish and GetSmart product lines, as well as over 500 NextPage customers. NextPage's document management service, Chrome, will remain with NextPage. The deal is expected to close later this month. FAST's acquisition of NextPage's Publishing Applications Business Unit and its customers will allow FAST to expand its global presence in the Publishing market, and accelerate the development of a new Search Derivative Application (SDA) for the Publishing sector based upon FAST's Enterprise Search Platform, FAST ESP. As part of the agreement, FAST will assume 34 employees from NextPage, the majority of which are employed in the U.S. FAST will continue to offer full support and maintenance to NextPage customers. NextPage will receive US$6 million in cash and be eligible to receive performance-based payments up to a maximum of US$9 million over four years. The deal is expected to close later in September 2004. The revenues associated with the acquired NextPage Business Unit were in excess of US$6 million for the first eight months of 2004. www.nextpage.com, www.fastsearch.com

AGILE TEAMS WITH ADOBE TO PROVIDE INTELLIGENT DOCUMENT CAPABILITIES FOR PLM CUSTOMERS
9/1/2004

Agile Software Corporation announced that it has expanded the scope of its relationship with Adobe Systems Incorporated. Under terms of the new agreement, the two companies will jointly develop solutions based on Agile PLM and the Adobe Intelligent Document Platform. In addition, Agile will resell the combined solutions. Through the combined offerings, companies managing their product record within Agile will have expanded enterprise-level functionality to address documentation, version-control, and form-based information management requirements across the extended supply network-including the most stringent FDA guidelines. Agile's PLM solutions will utilize Adobe Acrobat, Designer, Form Server and Reader Extensions Server, to enable PDF creation from everyday document creation programs; allow users to collaborate on PDF documents with review and mark up tools; manage product record information with electronic forms; and sign-off on the final approved version. Organizations can now utilize Agile PLM solutions, PDF and the Adobe Reader to more easily transition paper-based processes to efficient electronic workflows. www.agile.com, www.adobe.com

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Please charge my credit card   ☐ MasterCard   ☐ Visa   ☐ American Express

Name as on card: _____Number _____
Signature _____Expiration date _____

Name_____ Title_____
Company_____ Department_____
Address_____
City_____ State/Province_____Zip/Postal Code_____
Country_____Tel._____Fax_____E-mail_____

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XML 2004. *Marriott Wardman Park Hotel, Nov. 15-19, Washington, D.C.* XML is used in applications running the gamut from content management and databases through publishing to web services, transaction management, and e-commerce. It's used as the format for describing music and graphics as well as purchase orders and technical documentation. The only conference to tie all these uses together, as well as to inform attendees of the latest news and information from the standards world, is the XML series of conferences. www.xmlconference.org/xmlusa/

The Gilbane Conference on Content Management Technologies. *Westin Copley Place, Boston MA, November 30 – December 2, 2004.* Our Boston event is being launched to complement our other content management conferences with an anchor event that covers all major content technologies. Our other conferences focus on topics for businesses embarking on a content management project. Our 3-day Boston conference will still include everything a project team needs to know, but will also offer a look ahead at upcoming technologies, "new" best practices, and a broader look at technologies necessary to supplement core content management applications. We are accepting proposals for speaker presentations and panels through May 15. www.gilbane.com/CM_conference_Boston_04.html or www.lighthouseseminars.com

Content Management Professionals Summit. *Westin Copley Place, Boston MA, November 30, 2004.* Join your peers at CM Pros for the first "CM Summit" meeting. Participate in professional, peer-led discussion and networking sessions and learn more about CM Pros. CM Pros will meet in association with the Gilbane Conference on Content Management Technologies. The day will focus on peer interaction to help develop and propagate best practices, as well as offer ample opportunities for professional networking. A content management specialist will facilitate each session. The sessions will be interactive meetings with no formal presentations and no vendor pitches. We hope you will join us in Boston. Sign up today and receive a $150 discount on the Gilbane Conference equal to your CM Pros membership and Summit fee. Find out more and register at: http://www.cmprofessionals.org/events/summit.html