

THE GILBANE REPORT

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THE NEW GILBANE REPORT

Well, not *that* new. The content of our report remains the same. Our previous subtitle "On Open Information & Document Systems" sounds a bit old-fashioned these days, but is still an accurate portrayal of our coverage — it is the terminology that has changed. "Open" referred to the use of content encoding standards and was largely a code word for SGML when we started. We believed then, as we believe now, that for information technology to truly advance it was more important to focus on making information inherently easier to share than to spend all our efforts on integrating products. Product integration provides very little benefit without information integration. Today XML is actually helping us with both kinds of integration more than we would have predicted. "Information & Document Systems" was our way of making the point that it didn't make sense to limit information management strategies to either structured (data) or unstructured (document) information. Useful information for the vast majority of corporate applications requires some combination of both. Today "knowledge" and "content" have evolved as politically correct terms largely because they don't discriminate between structured and unstructured information.

The big change for our report is that we have moved to a monthly format and will be adding Web access so that we can better help you keep up with the rapid changes in our industry. We start out this year with a discussion of the most important IT driver today: e-commerce.

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DYNAMIC CONTENT, XML & E-COMMERCE

In some of our other publications we've been writing a lot about e-commerce lately. The overall message has been that whatever kind of information system you are building you need to understand how it relates to your company's business-to-business e-commerce effort (existing or planned). Even if your product or project has no obvious connection to e-commerce, *e.g.*, it is a purely internal intranet application in research or HR, you need to understand how developments and expectations of e-commerce solutions will heavily influence new products and technologies.

This message is equally important for vendors and users. While we have been addressing this issue with vendors via other channels, we thought it important to put this message in a historical perspective that would help corporate planners understand what is happening, why it is happening now, and how you should be incorporating it in your strategic planning.

First a definition: dynamic content is the convergence of structured data and unstructured data (documents) combined with the types of transaction processing associated with each. Now the three-part bottom line: all information systems now need to be able to manage dynamic content; XML is arguably the most important enabler of dynamic content; and e-commerce applications will drive other IT systems to deal with dynamic content.

THE EVOLUTION OF DYNAMIC CONTENT

Ten years ago the archetypal "document management" application involved scanning, storing, and retrieving images. The content was about as un-dynamic as you could get. There may have been data in the documents, but by the time a user got to see the document the data had been normalized into the same impenetrable blob of bits as the text and graphic information. Typically these document images were not changed—they were simply deleted or replaced. The transactions were similarly simple, *i.e.*, store and retrieve, and transaction frequency was measured by the hour or even day.

The typical database application involved no textual or graphic content aside from very structured text in, *e.g.*, address fields. Transactions were measured in seconds. Database structured content was often very dynamic, but usually only available to look at in a non-contextual report environment. Data and documents were separate entities processed in very different ways. Combining them was painful and the eventual result was static information in either paper or image form.

Five - six years ago, applications that integrated documents and data in ways that allowed both text and data to be accessed, even after they were combined, began to replace the older imaging-based solutions. There were lots of imaginative approaches that are still found in use today (For a

historical peek at how this was done see *The Gilbane Report Vol. 1, No. 3, 1994*). What they all had in common was the use of some kind of a database. In certain cases, the document itself was a database that had scripts to fetch updated data from others databases. The most sophisticated of these required SGML and/or intimate knowledge of proprietary file formats because, one way or another, you needed to identify a piece of information, with a beginning and an end, to attach a script to or to associate a piece of data with. Everyone recognized that managing (document) components, whether text or data, was going to be required to truly manage information without data/document bias. But it was *very hard and very costly*.

An electronic catalog with a price out of date is totally unacceptable.

What made these "document systems" interesting was that the content, whether text, graphic, or data, was interactive. Not in the way we would expect today with a web interface the document interface may have only been updated occasionally, but the point was that the data was automatically integrated or assembled. You didn't need to know SQL or buy lunch for an IS person in order to see data wrapped in textual/graphical context. Although the term "interactive" was often used to describe these systems, the process was usually serial and one-way you had to go back to the database to change the data and some other process would eventually update the document. "Dynamic" was more than a stretch. Transactions remained segregated. There were glacial-like check-in/check-out-like transactions for documents, and relatively lightning-like transactions for data. The archetypal system of this stage in the evolution of dynamic content is a technical documentation system that is integrated with some combination of engineering, supply, and customer databases.

These kinds of systems are, in general, no longer sufficient to meet our expectations for information or content management at least not for new systems. Our needs have changed dramatically. If a web page contains content that is the least bit out of date we feel justified in complaining. An electronic catalog with a price out of date is totally unacceptable. We now expect text, graphic, and data content to be up-to-date, almost instantly re-configurable, and truly interactive. Our content is dynamic and we expect to be able to work with it dynamically. This implies more than just integrated content types it also implies integrated transactions.

Is this expectation reasonable? Or do we need to wait yet another few years? I think it is time to think of new information systems in these terms. While we may still have to make compromises in the face of the hard reality of performance, security, or just plain experience with new business models, we should be basing our IT strategies on a dynamic content information model. There are two reasons it is time: XML makes it feasible, and E-commerce is driving it.

XML

There are three reasons XML makes managing dynamic content feasible today, none of which would do the trick by itself. First, it allows for separate but equal encoding of multiple content types, transactions, and

associated metadata. Second, the encoding allows for binding processes to this content in a way that is both application neutral and client/server neutral. And third, XML has succeeded in capturing the interest and imagination of the new generation of developer that isn't tainted with old-fashioned views on the irreconcilable differences between structured and unstructured data.

For years we have argued that the basic elements of information technology content needed to evolve further before our systems could make the next leap forward in utility. The evolution seemed to have halted after progressing from bits to bytes to ASCII. It looks like XML is finally taking us to the next step. As Lauren Wood has pointed-out (*Gilbane Report, Vol 6, No. 4*), XML is best viewed as the new ASCII of the internet. The success of XML won't be measured by vendor product revenues, but by the amount of content in XML (for more on this see Tim Bray's article in the *Gilbane Report, Vol 6, No. 6*).

E-COMMERCE

XML doesn't equal e-commerce, but it provides the lubrication necessary for the wheels to turn. To use a popular term among analysts, it provides for "frictionless" content and transaction communication. Content and transactions can be understood and acted on by different and multiple chunks of code on clients or servers.

E-commerce will obviously drive technology development because of its direct relationship with revenue generation — it would be pretty difficult to come up with a more visible IT project in your organization. Obtaining funding for e-commerce efforts that are well thought out should be easy that is, if there isn't already a directive from above to get cracking. What is more interesting and slightly subtler is how e-commerce will affect other areas of information technology. The breadth of its influence is hard to overestimate.

We need content-oriented two-way transactions

The most basic requirement of an e-commerce application is to be able to present configurable data and content to a customer that is complete enough for them to find out what they need to know to make a purchase, and then to make the purchase on the spot. Whether your product is hard (*e.g.*, a toaster) or soft (*e.g.*, information) there is at least textual/graphical content (*e.g.*, product description), data (*e.g.*, price), and an interactive transaction (*e.g.*, filling out the order form) involved. All of these are likely to have metadata associated with them (*e.g.*, toaster color, price discount, order history).

We also need additional kinds of transactions for e-commerce. We need content-oriented two-way transactions — not so a customer can change a price, but so a customer can specify a category of product they want updates on, or to send a message to customer service or accounting.

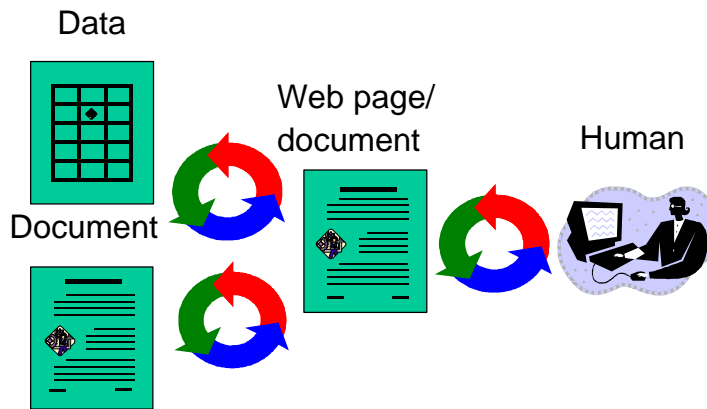


Figure 1.
E-commerce dynamic
content integration

E-commerce systems also have to be able to talk to your other IT systems in manufacturing, accounting, marketing, etc. They need to be able to share the various and changing content types in each of these systems and to be able to further process the different types of transactions. The bar is already getting pretty high in terms of dynamic content and interaction (*e.g.*, Dell, Amazon, and Federal Express). The only significant difference between these advanced e-commerce applications and a more contained business-to-business application with a supplier is scale — there is no difference in the need to manage multiple types of dynamic content. To integrate effectively with an e-commerce application, these other systems will have to have more or less the same ability to recognize and process varying content types automatically. This is why ERP vendors are interested in XML.

Building advanced e-commerce systems is still very difficult today, not surprising when you think about what is involved, but there is no stopping the demand nor the development resources targeted at e-commerce. It will get easier as more products come to market. This is not all entirely new territory. Business to business e-commerce is a direct descendent of the large scale technical documentation/PDM/EDI/supply chain efforts in defense aerospace such as the ambitious CALS program, and to some degree automotive and telecommunications and electronics.

E-commerce will be the archetypal application of the next few years. The earlier archetypal systems we discussed were "document" oriented, but that qualifier is no longer relevant. Use e-commerce functionality as a yardstick. You don't have to do everything at once, but if you want your IT strategy to be in synch with where IT development is headed, don't design systems incapable of managing dynamic content even if they are not part of an e-commerce solution.

-- Frank Gilbane

INDUSTRY NEWS

INTERLEAF REPORTS THIRD QUARTER RESULTS

1/28/99

Interleaf, provider of XML-based content management and complex publishing solutions has announced third quarter results. The Company reported revenue of \$11.6 million for the third quarter of fiscal 1999 that ended December 31, 1998, a 16% increase in revenue from the previous quarter. Net income for the third quarter was \$221,000 or \$.03 per share on a fully diluted basis. In addition, the Company reported a gain applicable to common shareholders of \$8.8 million associated with the repurchase of preferred stock during the quarter. These quarterly results compare with revenue of \$13.4 million and net income of \$726,000 for the same period of last year.

www.interleaf.com

OPEN TEXT RESULTS

1/27/99

Open Text Corporation announced record revenues and operating profits for its second quarter ended December 31, 1998. Net income, excluding a one-time charge, for the second quarter was US\$3.3 million, which is \$0.15 per share (diluted) compared to net income of \$153,000 or \$0.01 per share, excluding a one-time charge, for the year-earlier quarter. The one-time charge of \$3.4 million in the second quarter of fiscal 1999 relates to the company's purchase of certain assets of LAVA Systems. Total revenues for the quarter were US\$20.8 million up 113 percent from \$9.8 million for the year-earlier period. License revenues for the quarter ended December 31, 1998 were \$12.9 million, up 90 percent compared to \$6.8 million for the second quarter of fiscal 1998.

www.opentext.com

XML STANDARDS FOR FOOTWEAR INDUSTRY

1/27/99

Daniel Green Company initiated a collaborative effort to develop new, open standards for data exchange among footwear suppliers, retailers, web sites, sourcing and distribution. These new

standards are intended for use with XML. The working group will include representatives from a broad cross-section of the footwear industry, such as athletic, shoes, boots, women's fashion, retail and Internet outlets. Initial plans call for the working group to define standard terms and design basic document object models that are expected to have a far-reaching impact on transaction productivity within the footwear industry. Ultimate goals include reduced inventories and waste as well as lower costs and greater variety for consumers.

www.danielgreenco.com

If this isn't a sign that XML has gone mainstream we don't know what would be.

FORTE RELEASES XML-BASED APPLICATION ADAPTERS

1/27/99

Forte Software Inc. has announced XML-based application adapters for SAP R/2 and R/3 and Vantive Enterprise applications, the first in a line called the Forte Adapter Series. The company has also created an EAI business unit and will target its development and process-management tools for EAI tasks. Forte says its development tools are needed to link applications developed in-house. A software development kit specifically designed for integration tasks will be available in about 90 days, according to the company. Forte also said it will resell Iona Technologies' Orbix middleware for building links to Corba-based software. www.forte.com

OPTIKA TO INTEGRATE UWI.COM'S XML INTERNETFORMS

1/27/99

Optika Inc., a provider of Web commerce solutions for intranets and extranets, today announced that it has entered into a technology partnership with UWI.Com, a leading provider of secure XML forms solutions for the Internet. Under the agreement, the companies will integrate UWI.Com's XML InternetForms system with Optika eMedia to enable businesses to engage in electronic commerce with their supply chain over Internet, intranet and extranet

sites. The integration will enable companies to build forms accessible through standard browsers, providing capabilities that automate the completion and validation of the forms data. Because UWI.Com InternetForms are built on XML, they also include additional metadata used by Optika eMedia systems to automate form processing. For example, a company can use an InternetForm to order additional materials from a supplier simply by going to an extranet site. The supplier's system will then automatically start up a workflow for processing the request, based upon order amount, shipment deadline and available inventory. www.optika.com, www.uwi.com.

W3C RELEASES CSS1 TEST SUITE

1/26/99

The W3C has released a test suite for Cascading Style Sheets (CSS). CSS is a widely supported style sheet language that describes how Web documents (e.g., written in HTML or XML) are presented on screen, paper, in speech, etc. The CSS1 Test Suite will help implementors improve CSS1 support in their products and will enable Web page designers to verify the quality of CSS1 support in their browsers. Solid CSS support across a variety of browsers will encourage authors to use style sheets. The test suite consists of nearly 100 pages, each of which documents a section from the CSS specification. Using words and images, the pages describe how the various CSS features should be rendered.

www.w3.org/Style/CSS/Test/

This is important. We plan to try these out ourselves.

NORWEST INVESTS ADDITIONAL \$3.25 MILLION IN ARBORTEXT

1/26/99

Norwest Venture Partners, a venture capital business partner for emerging growth IT companies, today announced a \$3.25 million follow-on investment in Arbortext, the provider of standards-based enterprise software for information creation, editing and publishing. Norwest has invested a total of more than \$9 million in Arbortext, and Promod Haque, managing partner with the firm, is a member of Arbortext's board of directors. This second round of funding, totaling \$10.25 million, was led by Invesco and also included an investment by Access Capital. Arbortext plans to use the

funding to expand sales and marketing activities. www.arbortext.com, www.norwestvc.com

NETRIGHT INTRODUCES MICROSOFT OUTLOOK CLIENT FOR IMANAGE

1/25/99

NetRight Technologies has introduced a Microsoft Outlook integration client for iManage. This new interface enables integration between the iManage document management system (DMS) and Outlook, Microsoft's messaging and workgroup interface. Using the Outlook client, users can perform many Microsoft Outlook tasks on documents stored in the DMS. For example, users can now sort documents based upon their status (checked-in or checked-out), who checked them out, and apply Outlook rules. The expanded search capabilities of DMS are made available through the usual search dialogs. Users can also move mail messages and attachments straight into the DMS without the need for a separate interface or application. The new Outlook client also enables users to e-mail iManage documents as links or attachments. Features of Outlook such as drag and drop functionality including importing and exporting are also included in the new client. www.netright.com

Evidence of the important trend towards integration of document management with office apps especially e-mail.

NETRIGHT AND LEXIS-NEXIS ANNOUNCE EXCLUSIVE PARTNERSHIP

1/25/99

NetRight Technologies also announced a partnership with LEXIS-NEXIS, the world's leading provider of enhanced information services for online, Internet, CD-ROM and hardcopy formats, to integrate document management and online research tools for legal professionals. Users of NetRight's iManage document management system will now have a button from which they can launch the LEXIS-NEXIS on-line research tool directly from iManage. Once information is located in LEXIS-NEXIS it can then be downloaded into iManage. After the document is imported into iManage it can be stored, retrieved and edited. www.netright.com, www.lexis-nexis.com

PC DOCS/FULCRUM UNVEILS ENTERPRISE TABLE OF CONTENTS

1/25/99

PC DOCS/Fulcrum, announced the Enterprise Table of Contents (ETOC), a new component to be featured in upcoming versions of the DOCSFulcrum enterprise knowledge management system. ETOC technology allows users to browse a hierarchy of all information available in an enterprise - similar to the table of contents in a book - by employing a neural network-based content analysis technology to automatically classify information from a variety of different sources and repositories. This eliminates the primary difficulty of not knowing precisely what to look for or where in the network to start looking for knowledge that matters to the user. Information is pulled from file systems, Microsoft Exchange, Lotus Notes, databases, document indexes, and other information systems available to DOCSFulcrum. www.pcdocs.com

PC DOCS/FULCRUM LAUNCHES KNOWLEDGE BASE 32 PRECEDENT MANAGEMENT SOLUTION

1/25/99

PC DOCS/Fulcrum also announced the release of KNOWLEDGE Base32, its new "precedent management" business application. An extension to DOCS Open, KNOWLEDGE Base32 (KB32) gives attorneys the ability to create and manage a library of their intellectual assets - documents that hold historical knowledge, legal know-how, or judgements which have set precedents. In the precedent library, these documents are continually stored, reviewed, and approved by people selected from within the firm. www.pcdocs.com

COREL SELECTS VERITY FOR OFFICE SUITE PUBLISHING

1/25/99

Verity, Inc. and Corel Corp. announced an OEM agreement involving Verity's HTML Export technology. Corel is embedding Verity HTML Export in its new, knowledge publishing application, code-named NetDocs, which will be included in part of Corel's upcoming version of WordPerfect Office 2000 Professional. HTML Export is designed to provide conversion of business documents into HTML for Web

publishing. Verity HTML Export allows an organization to publish and view documents from a standard Web browser by regenerating files into HTML from their native formats, without requiring an HTML editor or the original application that created them. It is designed to enable Corel users to conveniently convert documents to HTML from within the application's "save as" feature. www.verity.com, www.corel.com

DOCUMENTUM ANNOUNCES FOURTH QUARTER RESULTS

1/21/99

Documentum announced their revenues and net income for the fourth quarter and year ended December 31, 1998. Revenues for the fourth quarter of 1998 were \$36.4 million, a 54 percent increase over revenues of \$23.6 million for the same period of 1997. Net income for the fourth quarter increased to \$4.2 million compared with net income of \$2.8 million reported for the same period of 1997. Earnings per diluted share grew 33 percent to \$.24 in the fourth quarter, up from \$.18 for the fourth quarter of 1997. For comparative purposes, except where noted, the annual results exclude the effects of a one time charge in the first quarter of 1998 of \$2.2 million primarily related to the previously announced acquisition of Workgroup Management, Inc., which closed on January 5, 1998, and a one time charge in the third quarter of 1998 of \$34.6 million related to the previously announced acquisition of Relevance Technologies, Inc., which closed on July 16, 1998. For the year ended December 31, 1998, revenues were \$123.8 million, a 64 percent increase over revenues of \$75.6 million for the same period of 1997. Net income for the year ended December 31, 1998 was \$12.9 million, or \$.75 per diluted share, up from \$7.4 million, or \$.49 per diluted share for the same period of 1997. www.documentum.com

W3C ISSUES WEBCGM PROFILE AS A RECOMMENDATION

1/21/99

World Wide Web Consortium has released the WebCGM Profile as a W3C Recommendation. Developed in close collaboration between W3C and the CGM Open Consortium, the profile reflects cross-industry agreement on an interoperable way to exchange dynamic,

hyperlinked Computer Graphics Metafile (CGM) files over the Web. CGM is an ISO standard graphics format widely used in the aerospace, defence, automotive and medical industries, for example in interactive online technical manuals. Members of CGM Open, W3C, or both who contributed include: ArborText, Auto-trol Technologies, Aerospatiale, Bentley Systems, The Boeing Company, CCLRC, Inso Corporation, Intercap Graphics Systems, ITEDO/IsoDraw, Jeppesen Inc, Larson Software Technology, NIST, System Development Inc, Xerox Corporation and Zeh Graphic Systems. The work was also supported by the European Commission's Esprit Project and undertaken in liaison with ISO/IEC JTC 1/SC24, the ISO working group which developed the CGM specification. www.w3.org, www.cgmopen.org

This is certainly good news for CGM users (and vendors). It will be interesting to see where this overlaps with the other XML-based graphics proposals.

WORKGROUP TECHNOLOGY THIRD-QUARTER RESULTS

1/21/99

Workgroup Technology Corporation, (the PDM system provider) announced its financial results for the third quarter of fiscal year 1999 ended December 31, 1998. For the third quarter of fiscal 1999, WTC reported revenue of \$2,183,000 compared with \$1,897,000 in the third quarter of fiscal 1998. The net loss for the third quarter of fiscal 1999 was \$2,120,000, or \$0.25 per share, compared with a net loss of \$1,727,000, or \$0.21 per share, for the third quarter of fiscal 1998. Revenue for the first nine months of fiscal 1999 was \$6,093,000, compared with \$5,611,000 for the comparable period one year ago. The net loss for the first nine months of fiscal 1999 was \$6,841,000, or \$0.81 per share, versus a net loss of \$5,437,000, or \$0.66 per share, for the first nine months of fiscal 1998. www.workgroup.com

INTERLEAF FORMS CONTENT MANAGEMENT SOLUTIONS GROUP

1/20/99

Interleaf, Inc. announced it has assembled a group devoted to developing and deploying enterprise business solutions to meet the needs of companies in the manufacturing and financial

services markets. By assembling an experienced team the Content Management Solutions Group. Interleaf is dedicating resources from its sales and professional services organizations. Interleaf markets the XML-based BladeRunner content management system. www.interleaf.com

COMMERCE ONE ACQUIRES VEO SYSTEMS, INC.

1/19/99

Commerce One, Inc. announced that it has acquired privately held Veo Systems, Inc., the provider of XML-based open commerce networks. With this acquisition, Commerce One will rapidly accelerate the pace of development of industry-leading XML-based business-to-business electronic commerce solutions to enable open Internet trading communities. Veo pioneered the development of The Common Business Library (CBL). CBL is a public collection of XML "building blocks" for creating common business documents such as catalogs, purchase orders, and invoices. Veo has turned over CBL to CommerceNet, an industry consortium that is promoting interoperable commerce on the Internet. Over 25 Internet commerce leaders including HP, IBM, Microsoft, Netscape, and Sun are actively involved in this activity, as well as the chief architects of leading key electronic commerce standards initiatives such as OBI, RosettaNet, XML-EDI, OTP and ICE. Commerce One will maintain and grow Veo's Mountain View, Calif. site as a Development Center for the Commerce Chain Solution. Veo Systems' President and CEO, Asim Abdullah, and Chairman and Chief Scientist, Dr. Jay M. Tenenbaum, will join Commerce One's executive management team and Commerce One's Board of Directors. Commerce One's XML-enabled products are expected to reach the marketplace in mid-1999. www.commerceone.com

TRANSIT CENTRAL INTEGRATES WEB PUBLISHING WITH DOMINO.DOC

1/19/99

At Lotusphere InfoAccess Inc. announced Transit Central EDM for Lotus Domino.Doc, which will extend Domino.Doc to include standards-based Web publishing power and automation. This new integration provides Domino.Doc users with a sophisticated solution

for automatically publishing and updating visually appealing and fully linked Websites, while maintaining the document controls and file level security found in a document management system. Using Transit Central EDM, Domino.Doc users will be able to select source documents directly from the Domino.Doc database for publication, and then publish the finished Web pages to a Website or back into a Lotus Notes database for access via Domino. www.infoaccess.com.

FILENET ESTIMATED RESULTS

1/19/99

FileNET Corp. reported estimated results for its fourth quarter ended Dec. 31, 1998. Revenue is expected to be approximately \$85.1 million, up 11 percent from \$76.4 million for the fourth quarter of 1997. Income before restructuring and other costs is expected to be approximately \$1.0 million or 3 cents per diluted share, compared to net income of \$5.9 million or 18 cents per diluted share for the fourth quarter of 1997. Net loss for the fourth quarter of 1998 is expected to be approximately \$.4 million or 1 cent per diluted share. FileNET expects to announce final results on Jan. 26, 1999. For the year ended Dec. 31, 1998, revenue is expected to be approximately \$310.2 million, up 23 percent from \$251.4 million for the year ended Dec. 31, 1997. Income for 1998 before restructuring and other costs is expected to be approximately \$2.4 million or 7 cents per diluted share. Net income for 1998 is expected to approximate \$1.0 million, or 3 cents per diluted share, compared to a net loss in 1997 of \$5.5 million or 18 cents per diluted share.

THE OPEN APPLICATIONS GROUP RELEASES XML APPLICATION

1/19/99

The Open Applications Group, Inc. (OAGI), a non-profit industry consortium comprised of many of the stakeholders in the business software component interoperability arena, announced publication of a full set of XML Document Type Definition (DTD) files that define interoperability APIs. The group has built a common model for software application component interoperability over the last three years. The model is described in their Open Applications Group Integration Specification. OAGIS describes the major components, their integration dialogs, and the content of those

dialogs for many key enterprise business applications, including financials, manufacturing, human resources, supply chain, and logistics. The DTDs necessary to define this integration content in XML have been published on the OAGI web site and are available for public access at: www.openapplications.org. The DTDs will be free of charge to download and use, but a license agreement will be enacted to maintain ownership of intellectual property.

We haven't heard of many companies using OAGI stuff, but it is probably worth checking this XML effort out.

OPEN MARKET ANNOUNCES

LIVECOMMERCE 2.0

1/19/99

Open Market, Inc. announced the availability of LiveCommerce 2.0, the latest version of Open Market's enterprise catalog and marketing solution. LiveCommerce 2.0 enables companies to create personalized online catalogs that serve unique and evolving requirements of customers. New features in LiveCommerce 2.0 include: real time dynamic entry, international support, ERP integration APIs, a "Dynamic Page Language", and Solaris availability. www.openmarket.com

LOTUS LAUNCHES RELEASE 5 OF NOTES & DOMINO

1/18/99

At Lotusphere, Lotus Development Corp. today launched Release 5 of Notes, Domino and Domino Designer, Lotus' collaboration and Internet messaging software. The new Notes R5 client is a browser-like desktop environment that provides users with access to their most frequently used applications, including Internet e-mail, news, calendars, Web browsing, document management and custom business applications, from one integrated source. Lotus also announced an extension of its relationship with America Online that will enhance the ability of Lotus customers to find and manage Web-based news and information. Through the partnership, America Online provides Web content from a variety of its online news and content sources that users can access and manage directly from within the Notes R5 Client. www.lotus.com/r5.

KNOWLEDGELINK INTERACTIVE CHANGES NAME TO POWERIZE.COM

1/18/99

KnowledgeLink Interactive Inc., a provider of business intelligence solutions for business, announced it has changed its name to powerize.com, effective immediately. Powerize.com's main product is the Powerize Server, The Corporate Portal Machine, formerly called PerSavant. With the Powerize Server, an organization can create a secure in-house information service for its employees - an intranet-based portal that enables users to conduct ad hoc research against multiple and distributed information sources, and create research agents that constantly monitor those sources for new and important information. The Powerize Server can access a wide range of intranet sources including any ODBC database, Lotus Notes databases, and document collections indexed by tools from Documentum, Excalibur, and Verity; any free or paid site on the Internet; newsfeeds from providers such as NewsEdge; and professional online services from providers such as Dialog, and Infonautics.

Separately Powersize announced a deal with Vignette to use their syndication server.
www.powerize.com.

DATACHANNEL ANNOUNCES RIO 3.2

1/18/99

DataChannel Inc. announced the immediate availability of the 3.2 version of DataChannel RIO, the company's flagship product. DataChannel RIO is an XML-enabled solution designed to build a dynamic two-way corporate portal with input (i.e. publishing) and output (i.e. retrieval) capabilities that make Intranets and Extranets easier to use, integrate, manage, and support. With this release, new features and functionality have been added to ensure smoother deployment in a secure environment, help better manage documents and integrate data. This newest release also represents the first implementation of the XML Java parser co-developed by Microsoft and DataChannel in a commercial product. The 45-day trial can be downloaded at:
www.datachannel.com/download

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CALENDAR

Documation France, March 8-10, Hotel Meridien Etoile, Paris, France +33 (0)1 43 48 05 25

The 5th annual French Documation covers a broad array of document technologies. Almost all presentations are by corporate users.

Xtech '99, March 7-11, 1999, San Jose Convention Center, San Jose, CA, 330.425.9330

A focused conference for experienced and budding XML developers. Tim Bray and Jon Bosak are co-chairs.

Internet World Spring, April 12-16, LA Convention Center. 203.226.6967

The Spring version of Internet World is one of the largest. If it has to do with thw Internet it will be here.

Seybold Seminars, March 1-4, Hynes Convention Center, Boston, 781.433.1665 or 888.800.8922

The annual event where the publishing elite gather. Includes coverage of the entire publishing process and brings together publishers, printers, and graphic artists.

AIIM '99 Show and Conference, April 12-15, Georgia World Congress Center, Atlanta, GA 301.587.8202

AIIM s annual show focusing on document management, imaging, workflow, and stirage and retrieval is a mammoth event.

XML Forum, April 11, Georgia World Congress Center, Atlanta, GA 301.587.8202

An AIIM pre-conference forum on the use of XML hosted by CAP Ventures.

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