THE GILBANE REPORT

Content Technology Works!

CONTENT MANAGEMENT INDUSTRY CONSOLIDATION: WHAT DOES IT MEAN?

The content management community is abuzz with discussions about what content management is, and what the difference is between all of its various incarnations, including ECM, WCM, DM, KM DAM, *etc.* (http://cms-forum.org/?q=node/view/65). The seemingly endless supplier consolidation has done nothing to lessen interest in this question, and there will continue to be consolidation for the foreseeable future even though there will also continue to be new companies and new products and content technologies emerging. What does this ongoing consolidation mean to businesses planning or implementing content management strategies?

This month Bill takes a look at some of the longer term trends behind the recent consolidation. There are obvious reasons some vendors need to "bulk-up" to maintain business models and stay competitive, but there are also more subtle trends underlying much of the consolidation. To fully understand how supplier consolidation will impact your content management plans you need to take a look at these less obvious trends. It is certainly important to understand who owns who, and whether the products are integrated, but it is also critical to appreciate the cumulative effect of consolidation and the influence of larger computing industry trends to be fully prepared adjust your content management strategy as the industry evolves.

CONTENTS

CONTENT MANAGEMENT INDUSTRY CONSOLIDATION: WHAT DOES IT MEAN?

Content management is a growing and increasingly mature technology, and it is clear from the last two years that there is some significant consolidation happening in the marketplace. This is not to say that the content management market is slowing, or there is no room for new companies, new products, or new ideas. But it is clear from all the recent mergers and acquisitions that existing vendors are finding a need to be bigger and offer a broader platform.

At the very least, the M&A activity shows that vendors seem to want to market a product that covers more than a single content type. As recently as two years ago, we had defined Enterprise Content Management (ECM) as a set of technologies that included Document Management (DM), Web Content Management (WCM), and Digital Asset Management (DAM). At the time, these seemed to be the content types that were demanding the most technological improvement and innovation, and also seemed to be somewhat resistant to a clear return on investment in technology.

The industry seemed to adopt this view of "enterprise" content management, and vendors began to build out their offerings to incorporate and manage more of these target content types. In many cases, vendors realized that mergers and acquisitions would be a shorter path to a broadened platform. This was especially true where the target technology—DAM, for example—was fairly specialized and had expensive barriers to entry. Thus, the activity that had ECM vendors merging with or acquiring DAM vendors—Documentum and Bulldog, Interwoven and MediaBin, Stellent and Ancept, and INSCI and WebWare.

Other mergers and acquisitions may not have been driven by high barriers to entry but simply by the perceived need to bring more features—and more quickly—to the market. This time-to-market focus explains the efforts of, for example, OpenText, which began to round out its DM- and collaboration-centric platform in late 2003 by first acquiring WCM vendor Gauss and then archiving-focused vendor IXOS a week later. It also explains Vignette acquiring document management and archive vendor Tower Technology in January 2004.

Viewed this way, ECM becomes not just an umbrella term for DM, WCM, and DAM, but instead encompasses all unstructured and semi-structured assets within an organization. Thus, scanned images, electronic forms data, and email are thrown into the mix, as is records management and the long-term archiving of documents. These "fixed assets" are perhaps newer (or older!) territory for the typical *Gilbane Report* reader, who has typically represented the "live" assets of DM, WCM, and DAM. Yet this is exactly how a company like FileNet views the marketplace. Coming from the "fixed assets" end of the market, FileNet has been adding the management of live assets, partly by building out their platform and partly through acquisitions such as their purchase of WCM vendor eGrail in April of 2002.

Such an all-encompassing view of content does seem to eliminate the silo problem, at least at first glance. After all, if you have one piece of software managing all content, you should have one silo, right? One could argue, then, that the acquisition of Documentum by hardware storage vendor EMC is the logical conclu-

sion of this argument. EMC seems to be suggesting that not only can this all be done by one piece of software, but EMC will provide the hardware too—one stop shopping for all your content management needs. (By acquiring enterprise backup company Legato in advance of acquiring Documentum, EMC seemed to be solving that problem as well. As a colleague once joked, "The problem is solved. We can all go home now.")

Yet *Gilbane Report* readers will note that this level of integration has typically proven to be only partially complete. Indeed, in many of these cases, the software vendor has only been acquired; the various products have not yet been knit together in a cohesive platform or product offering. Moreover, integration is more than just having an all-encompassing content model. It also means integrating various data sources beyond the content and metadata itself.

As we have illustrated in the past, content management has moved in stages of integration, from the least integrated (stovepipe or silo applications) through custom integration, and now various levels of ECM. Yet even ECM stops short of bringing all content sources together, thus the emergence of Enterprise Content Integration (ECI) vendors such as Context Media, Venetica, and Day Software, as well as the existence of various "connectors" to tie one content repository to another. The next stage of integration seems to be the desired target, where ECM is one of many enterprise infrastructure pieces are tied together by something like Web Services.

Information Integration stages

Here we are

No integration (stovepipe applications)

Wishful integration (expensive custom development)

Partial integration (EAI, ECM, point-to-point)

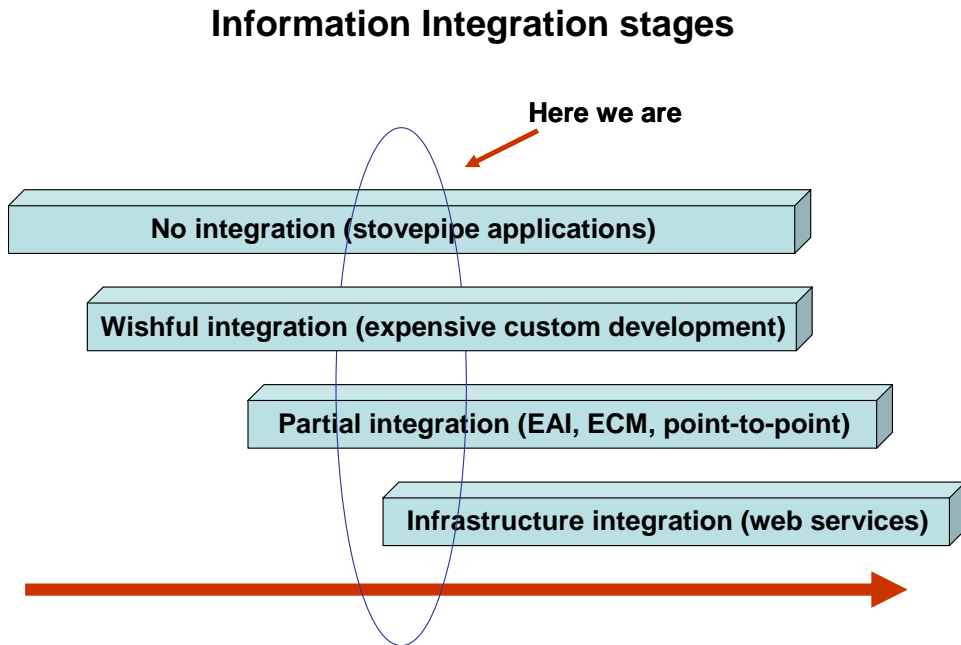Infrastructure integration (web services)

Figure 1. Stages of information (or content) Integration

THE INFRASTRUCTURE QUESTION

So the urge to offer a broader platform is not the only factor driving the consolidation of the market. Indeed, ECM vendors now have at least two fundamental pressures driving their product roadmap. On the one hand, the need to support

more content types is part of a broader push for vendors to add more functionality to their products. On the other hand, vendors feel just as much pressure—perhaps more—to ensure that their products conform to the standard programming methodologies and platforms—namely J2EE and .NET.

The Meta Group, among others, has consistently made the point that the "silo" mentality of earlier content management systems added to the cost and complexity of integrating content management with other applications. A more integrated ECM suite, then, would seem to satisfy the need to look beyond the silos to a more unified product suite and architecture.

In fact, the architecture wars, if we can call them that, complicate the ECM landscape even more than the feature wars. To begin with, there is significant overlap between ECM platforms and other infrastructure technology, such as that for portals and enterprise application integration (EAI), and even with core technology such as application servers. Moreover, many of these overlapping technologies are trying to claim a bigger piece of the enterprise computing pie. Thus, application server companies such as BEA and IBM try to carve out more of the application "stack" for themselves, portal companies add content management functionality, and the line between data integration and content integration blurs.

The October 2002 acquisition of portal vendor Epicentric by Vignette can thus be viewed through this architecture lens, as can a deal such as the acquisition of portal vendor Corechange by OpenText in early 2004. Nor is it surprising, then, to see Plumtree offer Plumtree Portal Server with the tag line, "Publishing Across the Enterprise Web" or to have BEA include its Virtual Content Repository with WebLogic Portal. (Moreover, searching for "content management" on BEA's site yields 7320 hits, with the majority of them being returned from BEA's excellent developer site, dev2dev).

Service-Oriented Architectures

However, here again, the architectural issues complicate the landscape—and also have the potential to radically change things. Service-oriented architectures (SOAs), for example, could leapfrog everything that is currently in place for many of these vendors. SOAs are, in short, an increasingly standardized method for integrating software as *services*; in this way, software and content are made available over the Internet through standardized, XML-based discovery and messaging protocols. Using SOAs, software and content services can be straightforwardly integrated with other services. Typical examples include a software service translates text into other languages and another one that converts a document from one format to another.

SOAs are part of the broader momentum toward the loose coupling of applications and data. As more business processes and applications move to the Web, organizations need to quickly and efficiently bring content and applications to the very thin client provided by browsers. Just as XML provides a standardized layer for data transfer, SOAs are giving developers an open means of having software communicate with and control other software over the Internet.

MACRO FACTORS

Clearly there are some large factors at work here as well.

- The Gartner Group has written recently written about the increasing concern about compliance requirements such as Sarbanes-Oxley. If such concerns are rising among senior executives, then the visibility of content management will also rise, prompting executives to look at larger, more viable (in their eyes) vendors to solve this key problem. This analysis would suggest as well that larger vendors such as IBM and Oracle would play an increasingly important role in the content management space.

- Organizations and executives are also recognizing the value of content. Value is obvious to companies where the content is the product (publishing and entertainment), but perhaps less obvious where content supports the larger organizational mission. Yet as companies look more closely at applications such as customer relationship management and customer support/call tracking, the key role of content in such applications is clearly emerging. As organizations recognize the trapped value in content, the assets are viewed as more strategic. Having these assets managed by a larger, more recognized enterprise software vendor also makes more sense to the CxO.

- Tony Byrne of *CMSWatch* points to the need for ECM vendors to get bigger as a way of maximizing their resources in lean times. A larger organization, Tony reasons, can leverage engineering and marketing resources in such a way to develop stronger, broader products.

In fact, all of these pressures and trends are likely coming to bear. Companies are increasingly concerned about compliance, and smaller vendors are hard pressed to make maximum use of resources. In addition, at the *Gilbane Report*, we have long pointed to a more comprehensive view of content and data automation and integration. Such Enterprise Information Integration, or EII, recognizes that the coupling of content and data, together with logic and presentation, will comprise the most effective and highest-impact applications moving forward. All of these factors argue for a more comprehensive platform offering.

Content management seems to be following the same trend that software has followed for many years—that is, what exists as a separate application today at some point becomes a feature in a larger application. In the days of shrink-wrapped applications, this trend was usually accurate and easy to track. At one point, for example, spell-checking software was a separate application and then was built as a feature in many applications (word processing, email).

More importantly, the trend suggests, what was once a separate application and is now a feature of larger applications becomes part of the operating system. Thus, spell checking in Windows applications can be implemented through a set of APIs and libraries provided by Microsoft. But what happens as the operating system gives way to the network as operating system? The answer, of course, is Service Oriented Architectures.

In fact, the underlying impetus of many of the mergers and acquisitions ties many of these underlying pressures together in a way that is then addressed by SOAs:

- How can ECM vendors merge and quickly tie together their disparate applications into a single architecture? SOAs.

- How can a large organization with many disparate systems tie them together in such a way to give management (and auditors) visibility into key documents and business processes? SOAs.

- How can even smaller organizations give employees, customers, and partners access to enterprise content assets? SOAs.

If you look closely at many of the acquisitions and mergers, you will see that an SOA message is emerging at the same time as the message for the combined product lines. Indeed, some of the acquisitions were likely driven by the perceived need to acquire SOA-based technology and expertise; the acquisition of DAM vendor WebWare by INSCI comes to mind. In other cases, the ability of the products to be integrated via SOAs was likely seen as a way to quickly integrate the newly acquired technologies.

CONCLUSIONS

It is tempting to simply say that SOAs are the answer to everything. Oh, if life were so easy! In fact, organizations still face all of the hard work of capturing, creating, managing, and distributing content. Legacy content and systems still exist. Material still needs to be digitized, structured, and enhanced. Organizations still need to design and maintain data and content models that support a wide array of processes and systems. Business processes and workflow still need to be understood, documented, and supported. Content still needs to be indexed and enhanced so that it is readily available to an array of organizational constituents.

Still, SOAs loom as a potential accelerant to all these processes and solutions. Developers are hard pressed to quickly deploy solutions that have an impact today and that will hold up over time. The early indications are that SOA-based solutions are less expensive and faster to implement. After years of grappling—and ultimately failing—with previous software integration technologies, SOAs may provide developers with the workable solution they have been seeking.

Continued consolidation should be expected as the content management industry marches toward maturity. At the same time, the number of emerging and established companies, including platform and infrastructure suppliers, building new and enhanced products for solving specific content management-related problems will keep on growing. This is good news – businesses need to keep up with the rapid pace of development and consolidation, but they are increasingly able to implement solutions that provide dramatic benefits to both the top and bottom line.

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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.

MACROMEDIA ADDS MICROSOFT WORD 2003 SUPPORT TO ROBOHELP
2/27/2004

Macromedia announced that Macromedia RoboHelp X5 has added support for Microsoft Word
2003. RoboHelp X5 customers will now be able to utilize Word 2003 as their authoring envi-
ronment, import Word 2003 documents into help projects, and generate printed documenta-
tion using Word 2003. www.macromedia.com

CSS 2.1, CSS PRINT PROFILE & CSS3 PAGED MEDIA ARE W3C CANDIDATE RECOMMENDATIONS
2/26/2004

W3C announced the advancement of three Candidate Recommendations for the Cascading
Style Sheets (CSS) language. A snapshot of CSS usage, CSS 2.1 adds a few highly requested fea-
tures, fixes errata and brings CSS2 in line with implementations. CSS Print Profile works with
XHTML-Print for printing to low-cost devices. CSS3 Paged Media Module adds pagination,
page margins, headers and footers, footnotes and endnotes, and cross-references with page
numbers. Comments are welcome through 25 August. www.w3.org/Style/CSS

GLOBAL MOXIE UPDATES BIG MEDIUM
2/25/2004

Global Moxie released Big Medium 1.3, a major update to the company's web content man-
agement system. New features include WYSIWYG text editing, document uploads, 20 new
widgets for webpage templates, and fixes for a number of reported issues. The new WYSIWYG
editor requires Internet Explorer 5.5+ (Windows only), Mozilla 1.4+ (Windows, Mac OS X and
Linux) or one of many Mozilla-based browsers, including Mozilla Firefox 0.6.1+, Netscape 7.1,
and AOL for Mac OS X. Users of other browsers can still continue to use Big Medium, but with-
out the WYSIWYG editing features. The new "download" article type allows documents to be
added to websites. (A tabbed interface allows users to select from four article types: Text, Link,
Download, Raw HTML). Twenty new template widgets provide enhanced control over the de-
sign of Big Medium's custom page templates. New settings in the Big Medium Setup and Site
Setup dialogs allow administrators to set max-size limits on document uploads. Big Medium 1.3
is available now from the Global Moxie website. The suite of Perl scripts is $129 for web servers
running Linux, Mac OS X, Solaris, BSD and other Unix-flavored operating systems. (A beta pre-
view version is also available for Windows servers.) www.globalmoxie.com

ATOMZ & WEBSIDESTORY INTEGRATE SITE SEARCH & WEB ANALYTICS
2/24/2004

Atomz WebSideStory announced an integration that combines hosted site search and Web ana-
lytics to provide marketers with a holistic view of online behavior. Through the integration of
search and analytics, searching and browsing information is correlated and available in one
Web-browser interface for reference. Internal search reporting is one of the new capabilities
within HBX, WebSideStory's on-demand Web analytics service which was just announced.
HBX's Internal Search capability delivers reporting on search terms across categories, related

searches, failed searches and search term conversions. The HBX Internal Search functionality captures search actions such as search terms entered in the search box, search results clicked on by visitors, and up to four "attribute" information strings. The capability also drills down to an array of reports, such as a top keywords report, Integration of search term reporting with HBX's conversion events, and search attributes tied to conversions. www.WebSideStory.com, www.atomz.com

CROWNPEAK ANNOUNCES ONSHORE SOFTWARE SERVICES AS ALTERNATIVE TO OFFSHORE
2/24/2004

CrownPeak Technology announced an integrated program of unified onshore software service offerings aimed at providing companies with a U.S.-based alternative to offshore outsourcing. With service partners that include NTT Verio, EmailLabs, DoubleClick, PicoSearch, MondoSoft and Lionbridge, CrownPeak provides a unified offering, along with a full API and SDK, which third-party developers or client IT groups can use to manage their solutions or implement new projects. In this domestic outsourcing alternative, the risk of project failure can be minimized in part because software services firms are paid monthly. If the system isn't being used, it can be shut down. www.crownpeak.com

OFFISOR 2.0 CONVERTS DOCUMENTS & IMAGES INTO XML
2/24/2004

Davisor has released its new Offisor 2.0 with improved Microsoft Word import features, including the ability to convert images and drawings in Word documents into XML in a pure Java computing environment. With Offisor 2.0, users can now turn their non-XML documents into easy-to-index XML text and SVG and PNG images. The main application areas for Davisor Offisor 2.0 include searchable central storage of data, content management, dynamic electronic and printed publishing, and processing of e-mail attachments. Offisor 2.0 converts Word and HTML content into XML, which can then be accessed, searched and indexed. In document management and publishing systems, Offisor enables e.g. banks, insurance or health care companies to access data in central databases and embed it in Word forms and documents. Davisor Offisor 2.0 can be either embedded into any pure Java application or used independently. Offisor 2.0 does not require proprietary external support software or services. It supports all Word and HTML versions, and is also very tolerant for common document syntax errors. The image formats supported include Word Drawing, Windows Metafile, JPEG, PNG, GIF, and BPM. Davisor Offisor 2.0 is available today. www.davisor.com

THINQ UNVEILS LEARNING CONTENT MANAGEMENT SYSTEM
2/24/2004

THINQ Learning Solutions, Inc. announced the availability of the THINQ Learning Content Management System (LCMS), a browser-based tool to create, deploy and manage content for training and learning programs enterprise-wide. Available as an optional module of the THINQ TrainingServer Learning Management System (LMS), THINQ Module enables organizations to develop and aggregate new and existing content, while supporting strategies for adaptive learning, scenarios and simulations. All users within an organization can post content - notes from a seminar or outside class, diagrams or web resources - to a single THINQ LCMS repository for content delivery. In addition, users can translate content into other languages. The THINQ LCMS is designed to support both a "push" and "pull" approach to learning. Learners can pull desired content from a searchable database mapped to specific coursework. Alterna-

tively, organizations can push pre-defined content to learners based on job performance, required training and career goals. www.thinq.com

HUMMINGBIRD PARTNERS WITH VENETICA
2/24/2004

Hummingbird Ltd. and Venetica announced a strategic technology partnership. The integration with Venetica will allow Hummingbird users to integrate Hummingbird business solutions with third-party content management systems, enabling a real-time virtual view of content from within their business applications. With VeniceBridge, Hummingbird will provide its customers with an integration platform that connects Hummingbird solutions with their existing content management systems, providing the capability to either access content in place or move selected information to a specific Hummingbird business-focused repository. As part of the announcement, Venetica will create a Content Bridge to Hummingbird Enterprise 2004 - DM, so customers can incorporate Hummingbird-stored content into applications built upon the VeniceBridge platform. www.venetica.com, www.hummingbird.com

BEA, DOCUMENTUM, AND MOBILEAWARE ANNOUNCE INTEGRATION FOR MOBILE CONTENT DELIVERY
2/23/2004

BEA Systems, Documentum, and MobileAware announced an integrated product set for mobile content delivery which can enable consumers to use their mobile phones to order and purchase online content and downloadable multimedia. In addition, the content delivery suite is designed to manage the acquisition of internal and third party content and the provisioning of that content to different customer market segments. The suite is designed to incorporate enterprise software to deliver a scalable, fully integrated out-of-the-box solution. The integrated products are a combination of MobileAware's Mobile Interaction Server Version 3.2, BEA WebLogic Platform 8.1 and the Documentum 5 Enterprise Content Management platform, all running on Intel-based servers. The combined product set can enable mobile operators, content aggregators and system integrators to deploy the product set and customize the functionality to meet their requirements. www.documentum.com, www.bea.com, www.MobileAware.com

HUMMINGBIRD UNVEILS NEW ENTERPRISE CONTENT MANAGEMENT SOLUTION
2/23/2004

Hummingbird Ltd. announced Hummingbird Enterprise 2004, the next release of Hummingbird's enterprise content management (ECM) solution. Hummingbird Enterprise 2004 will enable customers to create, manage, deliver and archive the content from documents to e-mail, instant messages, Web pages, records and media. Hummingbird Enterprise 2004 includes a new workflow engine, integrated BI/Query, rules-based server side solution, extended functionality for mobile users, integrated, secure instant messaging (IM), enhanced web top client, performance and scalability improvements including a new distributed content caching module, integration with Microsoft Desktop, and library consolidation templates. Hummingbird Enterprise 2004 is expected for general availability March 1, 2004. www.hummingbird.com

FREE PREVIEW VERSION OF MICROSOFT INFOPATH 2003 ENHANCEMENTS AVAILABLE
2/23/2004

Microsoft Corp. unveiled a preview of updates that will be added to Microsoft Office InfoPath 2003 as part of the Office 2003 service pack scheduled for release in June. In addition to the improvements Microsoft is delivering to make InfoPath 2003 more secure and reliable, the service pack also will contain feature enhancements. By downloading the InfoPath 2003 Service Pack 1 Preview, form designers can begin incorporating the forthcoming enhancements into their InfoPath 2003 solutions. The preview is 100 percent compatible with InfoPath 2003, so existing solutions will function as they have in the past. Among the additional capabilities are increased support for digital signatures, enhanced document recovery, data submission and filtering controls, technical updates, additional handwriting support for Tablet PC users, improved ability to handle InfoPath attachments in e-mail, enhancements to the programming environment for developers, richer page layout controls for working with printed forms, easier integration into existing business process and workflows, additional tools for developers using managed code, and extensibility and enhanced support for handling XML schemas. A U.S. English version of the InfoPath 2003 Service Pack 1 Preview free and also the Visual Studio toolkit for InfoPath canbe downloaded starting today. Microsoft Office System Service Pack 1 will be distributed in late June. InfoPath 2003 is available as part of Microsoft Office Professional 2003 Enterprise Edition or in stand-alone versions for an estimated retail price of $199.
www.microsoft.com/office

IUPLOAD ADDS RSS SUPPORT TO CONTENT SEARCH
2/23/2004

iUpload has added RSS support to iUpload Content Search. iUpload Content Search will allow a visitor to a site managed with iUpload Content Manager to subscribe to specific information and have it delivered as an RSS feed. Once a feed is created, the subscriber is alerted and receives any updates in his/her news reader software or aggregator. Site visitors that perform searches at a site are able to define criteria and receive RSS alerts when any updates or additions occur that match their criteria. The RSS-enabled Content Search from iUpload works independently or integrated with other iUpload Application Suite modules. When used with iUpload's Content Manager, subject matter experts within a company can create, categorize and tag content as applicable for RSS alerts. The eMarketing Module adds support for email delivery of Alerts. iUpload Content Search with support for RSS alerts is currently available beginning at $200 per month. www.iupload.com

XFORMS INSTITUTE RELEASES ONLINE XFORMS VALIDATOR
2/23/2004

The Xforms Institute has released a free online XForms validator. An interactive, Python-powered validator of XForms documents of all sorts that works with multiple host languages. (This information is in part taken from the O'Reilly book XForms Essentials - used with permission). The Mixed-namespace Checking online tool provides several checks of various contents of XForms documents, including scanning for namespace-related errors, unfortunately commonplace in XML development, performing "lint"-like checks for suspicious, but technically legal code, a check of ID/IDREF connections, even if these aren't properly DTD-declared, and a Relax NG validation of individual "islands" of XForms content within the host document. There is also an online Document Checker, sample queries, and an XForms Validator Bookmarklet.
http://xformsinstitute.com

LIZARDTECH INTEGRATES WITH EMC'S CENTERA CAS SOLUTIONS
2/19/2004

LizardTech announced it entered into EMC Corporation's Centera Development Program and completed the integration of its ExpressServer with EMC Corporation's Centera content addressed storage (CAS) solution. EMC's Centera with ExpressServer, LizardTech's content server solution, represents a software-driven storage architecture designed to address the specific storage requirements of fixed content such as satellite imagery, aerial photography, hospital records and historical documents. Files generated with LizardTech's GeoExpress and DocumentExpress products in formats like MrSID for geospatial raster images and DjVu for color image documents can be stored in an EMC Centera CAS and be distributed using ExpressServer. "Pixel stream" technology makes it possible for existing Web servers to provide instant viewing of high-resolution aerial photographs, satellite imagery and other digital content on both wireless and broadband devices. The integrated solution will also support many other common file formats. www.EMC.com, www.lizardtech.com

AUTONOMY & ELSAG SOLUTIONS ANNOUNCE OEM DEAL
2/18/2004

Autonomy Corporation plc announced a strategic OEM alliance with Elsag Solutions AG, a European provider of Information Chain Management solutions. Elsag Solutions has embedded Autonomy's technology to automate the processes of retrieving, channeling, summarizing, hyperlinking and delivering pertinent information to users of Elsag's new SENTINEL product range. Autonomy's IDOL infrastructure will be deployed to automatically categorize, manage, summarize and distribute more than 50,000 individual content items in multiple languages every day. Together Autonomy and Elsag will support businesses by providing information from a wide range of sources. SENTINEL is presently available as general Business Information Monitoring and as a "vertical" application answering special demands in Biotech industry. More industry-specific versions will follow. www.autonomy.com

REDDOT OPENS NEW OFFICE IN AUSTRALIA/NEW ZEALAND
2/18/2004

RedDot Solutions announced that it has opened a new office in Sydney, Australia and New Zealand. http://www.reddotsolutions.com.au

VERITY TO ACQUIRE STRATEGIC ASSETS FROM NATIVEMINDS
2/18/2004

Verity Inc. announced that it has entered into a definitive agreement to acquire the intellectual property, certain customer agreements and other strategic assets of NativeMinds Inc. Both companies' boards of directors have approved the all-cash deal, valued at $3.8 million. Verity will acquire NativeMinds' integrated set of tools which provides an interactive contact point for customer inquiries. It includes the NeuroServer Engine that manages the interaction between a customer and a virtual representative; the vRep Management System (VMS) to track, measure and improve a vRep solution; and a set of reporting and analysis tools. The integrated self-service solution Verity expects to quickly deploy will provide a customer, employee or any other user a single response to their common questions. Driven by a natural language processing capability, it gives the most appropriate response to the question posed, drawn from a continuously managed index that discerns appropriate responses for each question. If the response calls for a form to be completed by the individual, this solution will also have that capability. www.verity.com

STELLENT ANNOUNCES INTEGRATED EMAIL RECORDS MANAGEMENT
2/17/2004

Stellent, Inc. announced expanded email records management functionality for their records management and compliance solutions. Stellent also announced it received DoD 5015.2 certification for its Records Management solution. Email managed in the Universal Content Management environment can automatically take advantage of the functionality available in Stellent Records Management. Users can now: submit email and email attachments into Stellent's Universal Content Management system through a drag-and-drop interface in Microsoft Outlook; submit email and email attachments into Stellent's Content Management system through its integrated SMTP server; index email attachments and make them searchable, as well as present them in PDF or HTML; attach native or converted content stored in the Stellent system to emails created in standard email applications; automatically tag email and attachments for records management; designate email and attachments as "candidates" for a record, triggering a workflow to have them reviewed by a records manager for final determination; and, track Microsoft Outlook email contributions and all related activities, including workflows, access and disposition. www.stellent.com

ADOBE POLICY SERVER BRINGS DOCUMENT CONTROL TO THE ENTERPRISE
2/17/2004

Adobe Systems Incorporated announced new enterprise document control software that enables organizations to apply persistent confidentiality, privacy and accountability to electronic documents inside and outside the firewall. With Adobe Policy Server, enterprises can build document services to manage document policies with capabilities for controlling authentication, auditing, expiration and revocation. Adobe Policy Server gives document authors and IT administrators the power to dynamically control who can view a PDF document, and determine whether the recipient can modify, copy, print or forward the document. Moreover, these permissions can be changed after the document has been distributed. Adobe Policy Server provides assurances that only intended recipients can open a protected document inside and outside the firewall. Documents can be made to expire on a specific date, or if need be revoked immediately, regardless of how many copies were distributed. Because Adobe Policy Server enforces usage policies, documents do not need to be redistributed if a policy is changed. The software offers a secure solution that integrates with an organization's existing authentication, policy, content and document management systems, as well as with user management directories, including LDAP, ActiveDirectory, and email directories. The Adobe Policy Server will be piloted during summer 2004. www.adobe.com

PEOPLESOFT INTEGRATES FACTIVA CONTENT & SERVICES INTO ENTERPRISE PORTAL
2/17/2004

Factiva announced the availability of its enhanced suite of search and track services within the PeopleSoft Enterprise Portal 8.4 and 8.8, providing PeopleSoft customers with access to Factivas sources of content. By using the Factiva Developer's Kit, a Web Service application-programming interface, PeopleSoft will offer customers a new set of customizable portal pages, called "pagelets," that will provide users with Factiva search and tracking capabilities, while retaining their previously selected "look and feel." This gives users the flexibility to select topics they are interested in reading, view headlines they would like to appear in each folder, and search information using a richer set of criteria. www.factiva.com

AUTHENTICA INTRODUCES ENTERPRISE DRM SOLUTION FOR SECURE INFORMATION COLLABORATION
2/17/2004

Authentica, Inc. expanded its product suite with the introduction of Authentica Secure Office, a new E-DRM solution that lets users securely collaborate on native Microsoft Office content. Authentica Secure Office is a E-DRM solution that gives organizations dynamic policy control over native Microsoft Word, PowerPoint and Excel files located anywhere, within or outside of enterprise boundaries. Authentica's Active Rights Management technology enables files to be continuously protected and secured, even while allowing others to revise them. Information owners control who can access, edit, copy/paste, forward, and print documents, spreadsheets and presentations. These permissions can be changed on the fly, even after recipients have accessed and edited protected files. Authentica Secure Office will be available in March 2004 with pricing beginning at $50,000. www.authentica.com

INFORMATIVE GRAPHICS RELEASES FREE TIFF VIEWER
2/17/2004

Informative Graphics Corp. (IGC) announced the release of its Brava! Reader 2.0 software. Brava Reader 2.0 can be used as a TIFF viewer for multipage documents, color images and oversized scanned drawings files. Brava Reader 2.0 can also view files converted by IGC's publishing products, such as the Net-It Now client-side publisher and Net-It CAD plug-ins. Net-It products are used to generate, compress and distribute CAD drawings, documents and images as "content sealed format" (CSF) files, which are readable by the Brava Reader. CSF files provide the ability to find text in the document, measure CAD drawings by geometry snapping and navigate by CAD layers/levels. CSF files are automatically encrypted, but allow IGC's Visual Rights persistent security options to be selected by the user. They can be distributed by both e-mail and Web pages, as well as resources within content management systems. Brava Reader supports all Visual Rights settings, including blocked-out content (redaction) and "burned-in" markups generated by the soon-to-be-released Brava (Enterprise) 5.0. Brava Reader is immediately available for free download at www.bravaviewer.com, www.infograph.com

IXIASOFT RELEASES TEXTML SERVER 3.0
2/17/2004

IXIASOFT announced the availability of TEXTML Server 3.0. The new version introduces features designed to increase reliability, productivity, and security. Enhancements were developed to answer specific needs of partners and customers with large, enterprise-scale requirements. With TEXTML Server's new Replication Search Agent (RSA), the search load can now be distributed on multiple servers where a master server acts as a publisher of content to one or many subscribers. This replication scheme guarantees synchronization between servers for distributed search load and enhanced reliability. TEXTML Server now provides version control settings to manage multiple versions of a document, access to previous versions, and the ability to control the number of versions maintained. Various security settings restricting access to the server can be assigned to documents, collections, and document bases allowing more granular security. Download a free evaluation version of TEXTML Server 3.0 at www.ixiasoft.com

XPEDIANT TO OEM VIGNETTE APPLICATION PORTAL FOR SMALL & MEDIUM-SIZED BUSINESSES
2/16/2004

Vignette Corp. and Xpediant Solutions announced an agreement where Xpediant will OEM the Vignette Application Portal for its Xpress Intranet solution. The Xpress Intranet solution can be installed as a direct or hosted Intranet solution for small or medium-sized businesses interested in a portal for 250 users or fewer. The Xpediant Xpress Intranet solution leverages Vignette Application Portal's personalization, scalability and globalization capabilities enabling Xpediant to deliver a customized intranet solution for low cost and quickly. Xpress Intranet is a fixed-fee, fixed-time engagement that enables a company to deploy a business portal solution tailored to fit the company's unique needs. Xpediant's Xpress Intranet is a combination of custom portlets, extended out-of-the-box portlets and Web applications built with Vignette Application Portal and Vignette Application Builder. www.vignette.com

SILKROAD DEBUTS ENTERPRISE WEBLOGGING APPLICATION
2/16/2004

SilkRoad Technology, Inc. announced the debut of SilkBlogs, an enterprise Weblogging solution. Built on Eprise, SilkBlogs provides a people-centric collaborative environment for sharing thoughts, ideas, information, and documents on the Web. The application allows organizations to develop and maintain enterprise-wide Weblogs to capture and disseminate within an organization tactical knowledge that is timely, searchable and accessible from anywhere. Key features of SilkBlogs include rich text editing, and a security model built to manage and permission a large directory of users to blogs and its containing information. SilkBlogs Public Preview Release will be available on February 16th, 2004. For pricing and information see www.SilkRoadtech.com

IXOS & OPEN TEXT UNVEIL IXOS 6
2/10/2004

IXOS SOFTWARE AG and Open Text announced the IXOS 6 Suite, an ECM platform that will enable corporations to securely and compliantly manage, archive, and retrieve enterprise content. The IXOS 6 Suite, with its capabilities for meeting regulatory compliance, will become a key part of both companies' ECM solution portfolios, designed to address the full spectrum of enterprise requirements, from content creation through final archival and disposition. IXOS 6 Suite delivers an integrated, modular solution set for ECM strategies based on a core repository architecture. At the core of this architecture is functionality that provides a single point of access to all structured data and unstructured data within an organization. The IXOS 6 Suite central repository system enables companies to store content, along with its metadata in one place, so enterprises can share content across applications including SAP, Siebel, PeopleSoft, Lotus Notes, Microsoft Exchange and MS Sharepoint, etc., regardless of whether the application is running on individual desktops. The IXOS 6 Suite will be generally available in May. www.ixos.com, www.opentext.com

MICROSOFT, ADOBE, & CARDIFF TO DEBATE eFORMS TECHNOLOGY AT GILBANE CONTENT MANAGEMENT CONFERENCE
2/10/2004

The Gilbane Report and Lighthouse Seminars announced a special expanded conference session on electronic forms at the Gilbane Conference on Content Management to be held at the

Westin Bonaventure in Los Angeles, March 24-26, 2004. The special session, "Electronic Forms & Content Management" will be held Thursday March 25, 3:00 5:00pm and be moderated by Bill Trippe, Senior Editor, The Gilbane Report, and author of "Microsoft, Adobe & XForms to Shake Up Electronic Forms Market" (Gilbane Report Vol. 11, No 8, October 2003). Speakers include: Chuck Myers, Technology Strategist, Adobe (NasdaqNM:ADBE); Micah Dubinko, Chief XML Architect, Cardiff Software; and Amber Kinney, Product Manager, InfoPath, Microsoft (NasdaqNM:MSFT). The conference program is entirely focused on content management technologies, and includes 26 sessions and tutorials covering todays most critical issues for businesses planning or implementing a content management strategy. Microsoft is the Platinum sponsor of the Gilbane Content Management Conference in Los Angeles. Gold sponsors include Vignette, Context Media, and GMC Software. Other sponsors include IDC, InfoWorld, eContent Magazine, CMSWatch, Transform Magazine, XML Journal, Web Services Journal, OASIS, IDEAlliance, OSCOM, WOW, and G-SAM. For a complete list of sponsors and exhibitors see www.gilbane.com/CM_conference_sponsors_LA_04.html, www.lighthouseseminars.com

INXIGHT ANNOUNCES SMARTDISCOVERY 4
2/10/2004

Inxight Software, Inc. announced SmartDiscovery 4. In addition to significant enhancements to its existing search, entity extraction, categorization and taxonomy capabilities, the new version offers a fact extraction feature that "connects the dots" between the people, places and organizations referenced in text, allowing users to quickly discover non-obvious events and relationships. Inxight SmartDiscovery provides text analysis and discovery capabilities for applications ranging from information retrieval to data mining to trend analysis. SmartDiscovery 4 provides significant entity extraction speed improvements, as well as a new relevancy ranking option that determines an entity's importance to a document as a whole. SmartDiscovery 4's taxonomy editor now leverages the Inxight query language, providing more flexibility. Ease-of-use enhancements include an improved interface for taxonomy development and management and new document clustering methods for taxonomy creation. SmartDiscovery 4 also includes upgrades to its system administration and enterprise integration features, providing simple set up and configuration. www.inxight.com

IXIASOFT'S XML DATABASE TO BE INTEGRATED INTO EKTRON'S WEB CMS
2/10/2004

IXIASOFT and Ektron, Inc. announced a strategic OEM partnership. Under the agreement, Ektron will integrate TEXTML Server into their Web content management solution, Ektron CMS300. The offering is designed for enterprises that want to enhance the manipulation, searching, and retrieval of XML content. TEXTML Server is a native XML database and search engine designed for software developers who require advanced storing, indexing, and searching capabilities for their applications. CMS300 makes it easy for non-technical content authors to create, edit, and manage HTML and XML Web content, and syndicate it to multiple locations and devices. The integration of these two technologies will provide users with a complete XML Web content management environment. www.ixiasoft.com, www.ektron.com

ATOMZ INTRODUCES ON-DEMAND WEB SITE SOLUTIONS FOR ENTERPRISE, COMMERCE & MEDIA
2/9/2004

Atomz announced On-Demand Web Site Solutions for enterprise, commerce and media companies. These solutions integrate search, content management, promotions, e-marketing and reporting. Atomz Commerce guides online visitors to products they want and influences them

to purchase more merchandise through cross-sell, up-sell and merchandising. Atomz Media & Entertainment enables content-focused Web sites to deliver the right content and increases Web site agility by empowering writers, editors and marketers. Atomz also announced a Site-Centered Content Management capability, which provides content contributors a content management experience that's like navigating a Web site. Users "browse to edit" until they see the content that they want to edit or add -- there is no need to login and navigate through a disconnected system -- then use "one click editing" and "one click publishing". A single click on an Instant Shortcut icon on the browser toolbar brings up interfaces for previewing, editing, viewing history, and collaborating. Content owners and colleagues can use email to communicate regarding changes to the Web site, while Atomz tracks each communication and maintains a history and audit trail. www.atomz.com

MOBIUS RELEASES VIEWDIRECT TCM FOR NEW EMC CENTERA API
2/9/2004

Mobius Management Systems, Inc. announced that it has supplemented support for EMC Centera on Unix and Windows NT platforms with native support for Centera from Mobius ViewDirect TCM on the z/OS platform. EMC Centera content addressed storage (CAS) is a software-driven architecture designed to address the storage requirements of fixed content such as documents, reports, images, audio, video and Web elements. Mobius ViewDirect TCM provides integrated access to content stored on any platform and provides a range of content-centric applications. ViewDirect TCM components include Web site, document and digital asset management; workflow and imaging; Internet presentment and payment; records management; enterprise report distribution; and regulatory compliance. Native integration with EMC Centera delivers a solution for managing high-volume content repositories. www.mobius.com, www.emc.com

FILENET LAUNCHES ECM COMPLIANCE FRAMEWORK
2/9/2004

FileNet Corporation unveiled a comprehensive ECM compliance management framework. Leveraging the FileNet P8 platform, FileNet's Compliance Framework is intended to manage three elements of compliance. First, it helps companies put in place processes to react to changing regulations. Secondly, it provides organizations with the ability to manage content. Finally, the framework can connect with various legacy systems found throughout the enterprise. The FileNet Compliance Framework helps to provide consistency across the organization and better control in the management of records and business processes by tracking real-time information on who's done what, where, and across which departments. This helps validate the process of how information was gathered for internal auditors and external regulators, and allows them to see how and why decisions were made. The FileNet Compliance Framework provides an event-driven architecture, which can identify and initiate responses to material events, such as a change in a financial report. FileNet's Compliance Framework is scheduled for availability during the second quarter of 2004. www.filenet.com

BLAST RADIUS TO ACQUIRE XMETAL FROM COREL
2/6/2004

Blast Radius and Corel announced that they have signed an agreement whereby Blast Radius will acquire all assets of Corel's XMetaL division. The deal is expected to close within the next several days. The XMetaL XML authoring product complements Blast Radius' existing content collaboration product offerings, also based on XML. www.blastradius.com, www.corel.com

XYLEME ANNOUNCES SOLUTION FOR REPURPOSING EFORM CONTENT
2/5/2004

Xyleme announced the availability of Xyleme Zone Server for eForms. Designed to easily connect and communicate with data collected from any eForms tool, Xyleme Zone Server allows for the real time integration of content generated from these applications, regardless of structure or origin. Xyleme Zone Server for eForms contains a Web Services API that provides for aggregation of eForms content, and allows an organization to use any number of different eForm configurations to meet departmental or functional needs. Zone Server for eForms includes enrichment utilities that support intelligent querying such categorization, information validation, metadata extraction and advanced XML conversion. Multiple eForm structures can be mapped to customized views of the data allowing eForm applications to manage new and evolving standards. With Xyleme, multi-sourced eForm content is already aggregated within the repository and ready to be queried via Xylemes structured query language. Entire eForm documents, relevant elements of these documents, or an aggregation of relevant elements from various eForms are ready for manipulation, syndication and distribution to other applications.
www.xyleme.com

ASTORIA SOFTWARE PARTNERS WITH DATA CONVERSION LABORATORY
2/4/2004

Astoria Software announced a partnership with Data Conversion Laboratory where Astoria will now resell DCL's data conversion services. Astoria and DCL share a common vertical market focus in commercial technical documents, government, military and publishing. Customers utilize Astoria's native XML-content repository and applications to manage the authoring-to-publishing content lifecycle for structured content, along with DCL's data conversion services for the migration of legacy data. Astoria's content repository and software applications provide the authoring-publishing process with granular control of content that enables reuse, revision, and repurposing of complex content. DCL's data conversion process allows clients to integrate existing content assets into the XML content environment regardless of format.
www.dclab.com, www.astoriasoftware.com

NSTEIN JOINS COGNOS' PARTNER PROGRAM
2/4/2004

Nstein Technologies announced it has joined the Cognos Partner Program (CPP) as a Technology Partner. Cognos has created a network of companies dedicated to best practices in business intelligence and enterprise planning. By combining Nstein's technology solutions to Cognos' current offering, organizations will be able to explore their vast amount of unstructured data and apply transformations to their data to produce new insights. These insights can be analytical or predictive, and may support decisions as well as automation. Nstein's technology is easy to integrate within a corporate performance management system to perceive trends and produce key business performance indicators and other management metrics.
www.nstein.com, www.cognos.com

OPEN TEXT ADDS CORPORATE GOVERNANCE SOFTWARE TOOLS
2/4/2004

Open Text Corporation said it is introducing new software tools for corporate governance compliance, including the ability to upload information from internal controls databases, such as Deloitte's Risk and Controls Knowledgebase or RACK. The new features for Livelink for Corporate Governance include an XML-based bulk import loader, which uploads internal controls in-

formation from Deloitte's RACK as well as other databases that produce Excel or XML representations of control structures. Once internal controls data is uploaded into Livelink, project teams can use the data in the workspace to create, manage and monitor procedures for each area where internal controls are needed. The workspaces provide workflows and checklists for each control; process documentation; audit practices; risk mitigation and issue remediation plans; policy documents; and records of a company's assessments of its controls. Other new features Open Text is introducing for Livelink for Corporate Governance include Risk Register and Collaborative Document Review. www.opentext.com

VIGNETTE ANNOUNCES AVAILABILITY OF SELF-CERTIFIED JSR 168 APPLICATION PORTAL 7.0
2/4/2004

Vignette Corp. announced initial availability of Vignette Application Portal 7.0, part of the Vignette V7 family of products. Vignette Application Portal 7.0 has been certified by Vignette on the Sun Microsystem's Test and Compatibility Kit (TCK) for compliance with the recently adopted JSR 168 portlet interoperability standard. In conjunction with its support for JSR 168, Vignette will provide plug-ins for integrated development environments (IDE) to provide developers with a seamless experience when deploying IDE-developed JSR 168 portlets within Vignette Application Portal 7.0. In addition, the latest release of Vignette Application Portal provides enhanced localization of portal administrative consoles and multibyte support for compliance with Section 508, enabling disabled administrators to easily manage portal sites, and i18N, allowing diverse administrators in multidialect regions to access a shared portal console that is localized for each individual administrator's dialect. www.vignette.com

UCT INTRODUCES XML CONVERSION SOFTWARE
2/4/2004

Universal Conversion Technologies (UCT) announced the release and availability of version 3.0 of their Data Conversion Architecture (DCA) product. DCA 3.0 is designed specifically for the conversion of large legacy system record files to XML-based systems. The target XML systems can include any XML schemas, including the ACORD XML standard schemas. DCA 3.0 offers two strategies for converting legacy records to XML. Users can import an entire XML schema as a target (or any manageable subsection of a schema) and can map from their existing legacy system records. Users can also choose to create one-to-one mappings of individual XML elements. After mapping is completed, DCA 3.0 automatically generates the conversion programs to convert legacy system data into XML streams, which can be fed to the target system through the DCA browser. DCA 3.0 includes enhanced record definition and XML schema management, with the ability to view, download, and export record definitions and XML schemas. When DCA automatically creates a datamap, insurers can now determine whether the map is a standard map, a balance map or a special-purpose map. www.uctcorp.com

OASIS MEMBERS COLLABORATE ON `DATAWEB' STANDARD FOR EXCHANGE OF MACHINE-READABLE INFORMATION
2/4/2004

Members of the international standards consortium, OASIS, have organized to create a standard for sharing, linking, and synchronizing data over the Internet and other networks using XML documents and Extensible Resource Identifiers (XRIs). XRI is a URI-compatible abstract identifier scheme also developed within OASIS. The new OASIS XRI Data Interchange (XDI) Technical Committee will enable implementers to automatically interchange XDI documents and to express controls over the authority, security, privacy, and rights of shared data as XDI links. XDI

will address interoperable, automated data interchange across distributed applications and trust domains. OASIS XDI Technical Committee members include representatives of AMD, AmSoft Systems, Booz Allen Hamilton, Cordance, Epok, Neustar, NRI, and others. Participation remains open to all organizations and individuals; OASIS will host a mail list for public comment. www.oasis-open.org

APPLIGENT RELEASES APCONDUCTOR; WEB SERVICES FOR PDF DOCUMENT WORKFLOWS
2/2/2004

Appligent Inc. introduced APConductor, which enables all of its other applications to be plugged into a complex workflow via a SOAP messaging framework. APConductor is the first member of Appligent's Web Services Product Family, a server-based backbone that creates integration for customizing PDF documents. APConductor acts as a central dispatcher, directing requests from other applications to Appligent's families of PDF processing components and returning the finished results. It also enables developers and integrators to quickly assemble PDF solutions by using a Web Services interface to communicate with Appligent's component plug-ins, which allow companies to build a full suite of in-house solutions for document processing. APConductor can be used in both .NET and Java 2 Enterprise Edition environments. Appligent's APConductor is now available. www.appligent.com

STELLENT TO SUPPORT LINUX ON IBM ESERVER ZSERIES PLATFORM
2/2/2004

Stellent, Inc. announced support for the Linux version of its application on the IBM eServer zSeries mainframe. Stellent customers will be able to take advantage of the zSeries server's built-in server redundancy, failover, clustering and backup. Additionally, Stellent recently certified the Linux version of its solution on the zSeries server under the IBM Server Proven program. www.stellent.com

IXOS TO RESELL CONVERA'S RETRIEVALWARE WORLDWIDE
2/2/2004

IXOS Software AG and Convera announced a global licensing agreement that will enable IXOS and its storage hardware partners to resell Convera's search technology through an integration with IXOS' e-mail management and regulatory compliance solutions. The integration of Convera's RetrievalWare enables users to transparently search archived content, including any e-mail and attachments, regardless of format, language or media type. IXOS' single repository approach to managing content enable customers to archive, preserve, access, and manage documents in a live system from creation through disposition across business applications, from e-mail to ERP and CRM systems. Convera's search capability allows users to locate objects of any file type -- including text, scanned documents, images and video -- all from a single search interface. The new agreement will offer RetrievalWare as an optional component of the IXOS e-mail management solutions. Convera's RetrievalWare is available through IXOS as a component of the IXOS solutions, and through IXOS' extended partner channel. Established reseller agreements with Hitachi Data Systems and StorageTek provide additional distribution channels for the combined software offering, as well as offering customers their choice of integrated storage archival platforms. Pricing is based on solution components. www.convera.com, www.ixos.com

GILBANE CONTENT MANAGEMENT CONFERENCE GATHERS INDUSTRY THOUGHT LEADERS
2/2/2004

The Gilbane Report and Lighthouse Seminars announced the expert faculty for the Gilbane Conference on Content Management to be held at the Westin Bonaventure in Los Angeles, March 24-26, 2004. The conference program is entirely focused on content management technologies, and includes 26 sessions and tutorials covering today's most critical issues for businesses planning or implementing a content management strategy. The conference faculty consists of 40+ speakers carefully chosen for their expertise and communication capability, and is comprised of a combination of (75%) analysts, consultants, and enterprise executives, and (25%) technology suppliers. IT and business executives from Sony Pictures, Boeing, Avnet, Halliburton, Jet Propulsion Laboratory, Shimano, CMP, Meredith Corporation, EnCana, and others will share their experiences in successfully deploying content technology in their enterprises. Analysts and consultants from IDC, Ovum, Delphi, CMSWatch, the Gilbane Report, and many others, will provide insight on technology and market trends and tell you how to get started on a successful project. Representatives from technology suppliers including Vignette, Context Media, Microsoft, Adobe, Cardiff, RedDot, Interwoven, CrownPeak, and others, will debate architectural and technology approaches. Sponsors of the Gilbane Content Management conference in Los Angeles include Context Media, GMC Software, Vignette, IDC, InfoWorld, eContent Magazine, CMSWatch, Transform Magazine, XML Journal, Web Services Journal, OASIS, IDEAlliance, OSCOM, WOW, and G-SAM. Program information, a list of exhibitors, and special event details are available at www.gilbane.com/CM_conference_LA_04.html, www.lighthouseseminars.com

VERITY ADDS WEB SERVICES & OTHER FEATURES TO ULTRASEEK
2/2/2004

Verity Inc. announced the availability of Verity Ultraseek release 5.2. The new version incorporates five new features that improve upon the product's search relevance capability and end-user experience and make it easier to integrate into a wide range of application environments with a new Web Services interface. Existing portal, content management and other applications based on BEA, Vignette, TIBCO or IBM WebSphere can now have search capabilities added with pre-built Verity portlets. JavaScript spidering capabilities have been added to Verity Ultraseek's spider indexes that can turn document types and file formats spread across the typical enterprise into a single body of intellectual capital that is searchable with a single query. Verity Ultraseek's ability to automatically highlight query terms within documents has been expanded to include formats such as Microsoft Word and Excel through inclusion of Verity KeyView Export. The Verity Ultraseek architecture supports most enterprise operating systems, from Windows to UNIX and Linux. www.verity.com

VERITY TO ACQUIRE CARDIFF
2/2/2004

Verity Inc. and Cardiff Software Inc. announced a definitive agreement for Verity to acquire Cardiff in a transaction with an aggregate purchase price of approximately $50 million in cash, adjusted for Cardiffs net cash balance as of December 31, 2003. Cardiff products include TELEform, LiquidCapture and LiquidOffice, a suite that automates document capture, e-Forms and workflow-driven business processes. Verity anticipates closing the transaction in 30 to 60 days, subject to the satisfaction of customary closing conditions. The transaction is expected to be accretive in the first full quarter of combined operations to Veritys net income on a cash EPS basis (which excludes purchase accounting adjustments). www.cardiff.com, www.verity.com

EKTRON INTEGRATES CONTENT MANAGEMENT & AUTHORING INTO MICROSOFT SHAREPOINT PORTAL SERVER
2/2/2004

Ektron Inc. announced product integrations with Microsoft SharePoint Portal Server 2003. The company's content management solution, CMS300, and the editor tool, Ektron eWebEditPro, will now work within SharePoint Portal Server 2003. Organizations can leverage their investment in SharePoint to support intranets and extranets, while gaining a content editor and a CMS to enhance their content, workflow and overall presentation of Web-based information. The integration of Ektron eWebEditPro means SharePoint users take advantage of Ektron's robust HTML authoring capabilities to create and modify content. eWebEditPro has an browser-based user interface and a customizable toolbar, simplifying content creation while hiding HTML creation from business users. The integration of Ektron CMS300 into Sharepoint means organizations can create information feeds into SharePoint out of the CMS300 content repository, and edit SharePoint content with the built-in eWebEditPro editor. Ektron has developed nine drag-and-drop Web Parts, or components; such as list summaries, search and calendar functions that can be used in SharePoint to optimize information sharing. Users can easily pull content authored and managed in CMS300 into SharePoint and share it with others. www.ektron.com

INTERWOVEN WORKSITE 8.0 NOW COMMERCIALLY AVAILABLE
2/2/2004

Interwoven, Inc. announced the availability of WorkSite 8.0, a platform designed specifically for matter centric collaboration in law firms. WorkSite 8.0 allows law firms to effectively consolidate all relevant content for any given matter -- documents, e-mails, billing information, and contacts -- in a single electronic matter file that can be accessed globally. This is the first major WorkSite release after the merger of Interwoven and iManage. WorkSite 8.0 incorporates "matter centric collaboration" (MCC), a user-centric design which enables lawyers and other professional services practitioners to do in the electronic world what they have done for more than 100 years in the physical world. MCC creates the electronic equivalent of a case file by consolidating documents, e-mails, billing, contacts, and all other relevant content for any given matter in a single integrated file that is accessible both internally and externally across departments and locations. www.interwoven.com

The Gilbane Content Management Technologies Conference
New Technologies & Best Practices

November 30 - December 2, 2004 • Westin Copley Place, Boston, MA

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.

How to submit a proposal
Email a proposal that is relevant to the topics below to speaking@gilbane.com. Most presentations will be part of panels covering the same topic. We do not accept sales pitches or marketing presentations. PR firms should only forward proposals submitted by the actual presenter. Please send an abstract, speaker bio, and speaker contact info. For additional guidelines and information see http://www.gilbane.com/speaker_guidelines.html

Topics to Include
- Enterprise Content Management
    - Digital Asset Management
    - eForms
    - Authoring tools
    - Multichannel delivery
    - Content security
    - Multi-lingual content management
    - Document management and fixed content management
- Web Content Management
- Content Collaboration and Knowledge Management
    - Taxonomies, categorization & search
    - Topic Maps
    - Information architecture and modeling
    - Intranets and portals
- Content and enterprise commerce
    - Product Information Management & eCatalogs
    - Brand management
    - Syndication
    - Digital rights management and rules management
- Content Technology Works™ success stories & best practices
- Enterprise Information Integration
    - Metadata development and management
    - Content and data federation
    - Integration with other enterprise systems
- Enterprise content architectures
    - Web and content services
    - Repository architectures
    - System design
    - Open source CMSs, databases, and tools
    - Security
- Emerging technology
- Standards technologies and their effect on content strategies
    - XML, XSLT and XSL-FO, RDF, XPath, DOM, RSS, etc.

RECENT ISSUES

Issues from 1993 thru 1998 are $15 *if* in print. More recent issues are available in PDF for various prices and *may* be available in print form for $30. See www.gilbane.com or call for more information.

Volume 11 — 2003

Volume 10 — 2002

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Documation 2004. Conference and Expo: March 16-17, Tutorials: March 15, 2004 CNIT, Paris La Defénse, France. Our *10th annual* Documation conference and exhibition in Paris is focused on Content Management, Enterprise Portals, Enterprise Search, and Information Integration. This all-French event will include a large number of case studies, as well as over 125 exhibitors. www.technoforum.fr

The Gilbane Conference on Content Management: LA. Westin Bonaventure, Los Angeles CA March 25-27, Our Los Angeles event this year will look closely at technology and solutions for managing two types of rich content: *data rich content*, for example, information associated with complex products found in aerospace and defense, electronics, pharmaceutical and biotech, *etc.*, and *media rich content*, such as digital assets used in training, brand marketing, and media applications. The conference program is entirely focused on content management technologies, and includes 26 sessions and tutorials covering today's most critical issues for businesses planning or implementing a content management strategy. The conference faculty consists of 40+ speakers carefully chosen for their expertise and communication capability, and is comprised of a combination of (75%) analysts, consultants, and enterprise executives, and (25%) technology suppliers. The exhibit area has 30+ of the leading content management vendors. *(free iPods for early registrants for the Conference Plus package!)* www.gilbane.com/CM_conference_LA_04.html or www.lighthouseseminars.com

Gilbane Content Management 1-day Intensive Conference at Seybold. *Amsterdam RAI Centre — Monday, 19 April, 2004*. Join us for our second annual 1-day intensive conference on content management co-located with Seybold Seminars. The *Gilbane Report is able to offer a special 10% discount* off the current Platinum Passport rate. If you register before 26 March, your 10% off will be applied to the discounted early registration rate of €795 (€895 after 26 March) *19% VAT will be added at time of registration.* To receive your 10% discount off the Platinum Passport, go to www.Seybold365.com/register . Use Promotion Code ARPDAB. www.gilbane.com/amsterdam04.html