

Internal industry update – week ending: 05-06-05 [#125]



Environment

Industry and economy

- ❖ NW sedimentation: Cisco buys FineGround Networks for \$70m. – FineGround's appliances accelerate, secure, and monitor application delivery while minimizing bandwidth usage in the datacenter.
- ❖ NW sedimentation: Citrix buys NetScaler for \$300m. – NetScaler makes application appliances that handle load balancing, content caching, remote-access functionality etc. and focuses on optimizing delivery of custom Web applications, ERP and CRM applications.
- ❖ Systems sedimentation: Sun buys StorageTek for \$4.1b. – Sun has been StorageTek's largest OEM partner.
- ❖ Consumer commerce consolidation: eBay buys Shopping.com – for \$620m
- ❖ Applications consolidation: Lawson buys Intenia – for \$480m. Lawson will have about 4,000 customers in 40 countries. Intenia has a strong presence in Europe and AsiaPac so that when the acquisition is complete about 45% of Lawson's revenue will come from Europe, 45% from North America and 10% from AsiaPac.

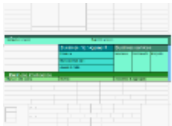
Online services

Consumer on-line services

- ❖ NW: SBC DSL – is now as cheap as dialup with its \$15 a month promotion (an offer limited to new users of SBC Yahoo's DSL Express service).

Business on-line services

- ❖ ASP: CRM – Salesforce.com reports revenue growth of 80%+ with over 267,000 subscribers from more than 15,000 organizations generating subscription revenue of around \$75m. Siebel (after too much for too little for too long - 60% of Siebel's reference customers interviewed reported a negative ROI) faces significant threat from Salesforce.



Business services, management, product services and intelligence

Business services

- ❖ Health: US HHSD AHIC – The US Health and Human Services Department announces new efforts to create a national IT infrastructure for exchanging health data, called the American Health Information Community. AHIC will have five specific tasks: recommend ways to protect privacy and security; recommend ways to prioritize health IT projects that provide consumers with immediate benefits; recommend a nationwide architecture that uses the Internet to share health information; recommend processes for creating private-sector standards and product certification; recommend measures to ensure a private-sector health information community succeeds AHIC.



Business tools – produce, collaborate, organise knowledge

Produce

- ❖ Productivity: XML in MS Office 12 – will be the default format in Office 12. The new MS Office Open XML Formats file formats are designed as an extension of the WordprocessingML and SpreadsheetML schemas introduced in previous versions of Office. ZIP is used to package and compress constituent parts of compound XML documents. They separate document content from document presentation information. MS Office "Open" XML Formats are actually proprietary [Cf. OASIS Open XML Office standards]

Collaborate

- ❖ VoIP: MS and AT&T – MS announces a strategic alliance with AT&T. The strategic alliance with AT&T connects AT&T's global IP network with MS's Connected Services Framework to allow a range of NW-enabled messaging, collaboration, media, and business applications to be created. An initial goal is click-to-dial capabilities within any MS Office application.

- ❖ VoIP: MS and Amdocs – will develop/market/deliver products that will combine Amdocs services/SW products with Microsoft's Connected Services Framework.
- ❖ VoIP: MS and Sylanro – will develop and market enhanced VoIP solutions for telecommunications providers, including the integration of Sylanro's Application Feature Server with the MS Solution for Hosted Messaging and Collaboration.

Software infrastructures

Presentation & integration

- ❖ Browser: MS FUD re Netscape 8 – MS advises users to uninstall Netscape 8. Smart users would be better off avoiding MS's popular virus vector (IE).
- ❖ Document formats: MS Metro – allows for the creation of files that can be printed, viewed or archived without needing the program that created them [Cf. PDF]. Metro uses the same method for describing and understanding graphics and text that Longhorn's Avalon graphics engine uses. It will help tie documents (and therefore users) to Windows.

Service & process

- ❖ SOA: Iona Artix 3.0 ESB – adds a J2EE service connector and direct communication with application servers such as JBoss, BEA WebLogic, and IBM WebSphere. It now has wizards in the Eclipse-based Designer simplify the creation of WSDL files used to define resource end points. Designer also generates WSDL from Cobol Copybooks and CORBA IDLs. The Chain Builder plug-in enables services and transformations to be predeterminedly linked into larger processes.
- ❖ XML editing: IBM Eclipse – a compound XML document editor that lets developers generate documents containing multiple formats, such as text, graphics, and voice; and an XML forms generator that can be used for exposing WS via the WSDL.

Identity & location

- ❖ Biometric: German passport – will have an RFID chip with biometric data (face, fingerprints).
- ❖ Identity: Red Hat Fedora – is an open-source Netscape directory (NDS). [Cf. MS's Active Directory, Sun's Java Enterprise, Novell's eDirectory]

Implementation

- ❖ EA: IBM Rational Portfolio manager – IBM says its Rational Portfolio manager can be used to align projects with business goals. International Paper has 439 proposals, 427 projects and more than 1,100 application enhancements being planned/monitored in Portfolio manager. IBM bought Systemcorp's PMOffice tool and may one day Rational-ise it (e.g. to link it more directly to Portfolio manager). [Cf. Portfolio management tools from: Borland, Oracle, Mercury, MS and ProSight and EA tools from Troux, Meta, Ptech, etc.]

Platform – clients

Clients mobile

- ❖ Phones: Acer PDA Phones – will be introduced in 2006.

Platform – utilities, storage, networking, management and security

Utilities

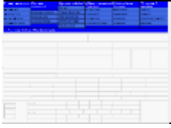
- ❖ ASP platform: IBM ISV ASP – launches a program to help ISVs offer their software applications as services over the Web. IDC estimates that SW sold as services generated revenue of \$4.2b last year and will grow at a compound annual rate of 21% for the next 5 years.

Storage

- ❖ Storage: 25mm drive – NHK and Sony develop prototype 25mm disk drives that are 2.5mm thick, store 10Gb, and are to be used in portable devices, such as mobile phones. NHK and Sony are also developing 20mm drives.

Network

- ❖ NW: WAFS appliances – combine WAN optimization with file-caching in to remove file servers from remote offices. Good WAFS systems manage distributed locking.



Governance and quality

Development and delivery

- ❖ BPO: BPU – BPUs (Business process utilities) will grow from BPOs. In 2 years, 60% of BPO decisions will be made by business-units and will not require IT involvement as WS standardise the technical connectivity and other standards start to apply to the underlying data and rules.



Governance and quality – Standards

Service & process

- ❖ SOA: OASIS SOA – committee is to develop an SOA Reference Model. The SOA-RM will offer an understanding of the core elements within a SOA environment and the associations and relationships among those elements. The reference model itself will not be directly tied to any standards, technologies or other concrete implementation details. Rather, it will be an abstract, designed to be used as a tool by software and enterprise architects developing specific SOAs.

Data & metadata

- ❖ XQuery: MS drop XQuery support – from the next release of the .NET Framework.

Network

- ❖ VDSL2: delivers 100Mbit/sec, upstream and downstream – it is at the center of strategies at SBC Communications and BellSouth.

