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# Evaluating The eAI Market

By Tony M. Brown, Editor-in-Chief  
and David McGoveran, Senior  
Technical Editor

— *eAI Journal*

The market for e-business and application integration software is evolving rapidly. During 1998 and the first half of 1999, three vowels – EAI – sprung to prominence. It seemed no software vendor in the enterprise computing space could issue a press release without mentioning enterprise application integration. But then something radical happened. By the end of 1999, integration technologies had become irreversibly aligned with e-business. Why? Because fundamentally, integration is a prerequisite for e-business — it helps create an automated, electronic backbone that provides services for all delivery channels across and between enterprises. The e-business and application integration (eAI) market was born.

Many vendors re-aligned their products and positioning for e-business integration, specifically for B2B integration, which is red-hot this year. Increasingly, more vendors are creating products that integrate business processes, incorporating workflow technologies into the integration solution. And as forecast by *eAI Journal* at the end of 1999, mobile e-commerce (m-commerce) has become another dominant trend in the marketplace.

Each month *eAI Journal* covers e-business and application integration in-depth across several categories, including e-business, m-commerce, B2B, application integration, ERP inte-

gration, data integration, and process flow. Many software vendors in this market offer different software stacks, according to their core competency, such as data integration or B2B integration, for example. When evaluating the technology of the software vendors in this guide, it helps to separate the software stack into some standard components. Here we present a very quick evaluation guide. For a more exhaustive and detailed list, read "Enterprise Integrity" and other articles in *eAI Journal* each month.

**Architecture.** A uniform, distributed architecture permits all components to be used together seamlessly. Architectures have evolved from simplistic point-to-point, hub, multi-hub, and finally, peer-to-peer or service-oriented, descriptive of the routing that is taken by messages between interconnected software systems in an attempt to improve scalability and performance.

**Intelligent Adapter.** Adapters (or connectors) are rapidly becoming the primary, and most powerful component in integration suites. Early adapters did little more than provide data and message formatting. Today, these components are instrumented at many levels, providing system management and monitoring, meta-data interfaces, error recovery and logging, encryption, and much more. Because functionality varies so much, spend some time comparing adapters: they are not a checklist item. The wrong adapter can mean lots of development and high support costs.


**Transport.** Each of the major products offers some form of native transport, a method of communicating messages. It may be synchronous or asynchronous, with subcategories such as RPC, request/reply, fire and forget (datagram), or publish/subscribe. If asynchronous, queue management is required. An implementation may very well use multiple transports, requiring adapters between the product's native transport and some pre-existing one. Offering a native transport avoids the potential cost of a third-party product, and the need for additional selection, deployment, support, and compatibility.

**Routing.** Each of the major products offers a mechanism for flexibly routing messages. Most now provide request/

reply and publish/subscribe routing, as well as both content-based and logical address routing. Content-based routing introduces a conditional element, which can (in principle) be based on anything that can be incorporated as part of the content of the message. Pre-defined routing can be extremely efficient where it is applicable.

**Reformatting.** Because aspects of the message that do not pertain to the content may need to be altered between source and destination, each of the major products offers some means of altering message format (reformatting). Note that this is distinct from content transformation. Often reformatting is done within the adapter, although some products perform such functions within a central broker.

**Transformation.** Altering message content between source and destination requires a transformation engine, perhaps as simple as inline translation. Transformation rules can be extremely complex, using content interpretation, meta-data (such as a record header or trailer), remote function calls, or simply field position, type, and length. Transformation engines may be hub-based, but the trend is toward adapter-based, providing multi-source to multi-destination transformation and multi-record to single record transformation without programming. All reformatting and transformation rules need to be maintained in an open, distributed repository.

**Business Process Support.** Business processes represent sequences of business events and activities, each of which may be implemented under the control of either personnel or software. Support ranges from simple workflow management to complex business process automation. A workflow or process definition controls the routing of messages, and drives destination-based transformation. Unlike the point-to-point routing of a message broker, business process support introduces a higher level of routing control end-to-end. Sophisticated business process support will include hierarchies, simulation, analysis, optimization, transactions, recovery, graphical design, and both forward and reverse engineering at the click of a mouse. A high-performance process definition and instance status repository is required. 

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## A p p l i c a t i o n I n t e g r a t i o n

### Application Integration

This section broadly covers message brokers, which route and transform messages between existing applications running over a messaging middleware system, and application servers, which are typically used for building new, distributed applications. The companies listed on page 7 offer products and services for application integration.

## B u s i n e s s - t o - B u s i n e s s

### B2B

Perhaps the hottest market in 2000 has been B2B e-commerce, which includes supply chain integration as well as net markets. The requirements of inter-enterprise integration can vary tremendously from intra-enterprise integration, as issues such as security, greater heterogeneity, and shared processes must be addressed. The companies listed on page 6 offer B2B products and services.

## e - B u s i n e s s

### e-Business

Of all the categories, e-business is potentially the most confusing, as many people use different definitions. *eAI Journal* splits out mobile e-commerce and B2B integration, so this category represents the technologies that enable an organization to leverage the Web to become an e-business, specifically using e-commerce and e-CRM technologies. The companies listed on page 6 offer e-business products and services.

## E R P I n t e g r a t i o n

### ERP Integration

Integrated application suites, and particularly ERP systems, have provided a solid backbone for many core enterprise processes. Unfortunately, many are not flexible at working with systems outside the suite, such as legacy systems. ERP integration is, therefore, a significant challenge and represented the birth of the original EAI market. The companies listed on page 6 offer ERP integration products and services.

## D a t a I n t e g r a t i o n

### Data Integration

Processes and applications are crucial building blocks of the modern enterprise, but even the most sophisticated systems will produce garbage results if they use garbage data. The integration of accurate and reliable data is another critical area of e-business and application integration. The companies listed on page 6 offer data integration products and services.

**m - C o m m e r c e**

**m-Commerce**

e-Business is big but it will reach its full potential through mobile e-commerce, which liberates the user from needing a PC to connect to the Web. Mobile phones, PDAs, and hand-held devices offer easy and cheap access to the Web for many millions of global users. The companies listed on page 6 offer m-commerce products and services.

**M a i n f r a m e E n t e r p r i s e**

**Mainframe Enterprise**

The death of the mainframe was greatly exaggerated in the early 1990s. In fact, more than 75 percent of all corporate data and transactions still reside in mainframes. In IT terms, it is still the heart of the enterprise for almost every large organization. Integrating legacy systems with enterprise applications and e-commerce systems is a critical success factor for many e-business strategies. The companies listed on page 7 offer specific products and services for integrating mainframe systems.

**M i d d l e w a r e**

**Middleware**

One of the most common questions we receive at *eAI Journal* is whether EAI is the same as middleware. We define middleware as communications software, normally implementing a messaging-based system to connect different systems and applications (see also Application Integration). The companies listed on page 7 offer middleware products and services.

**P r o c e s s , F l o w**

**Process Flow**

Ultimately, the goal of eAI technologies is to automate and integrate business processes within and between enterprises. It is at the process level where the greatest business benefit will be derived. Processes almost invariably involve people as well as applications and, therefore, process integration derives from workflow technology. The companies listed on page 7 offer process-level integration products and services.

**S y s t e m s M a n a g e m e n t**

**Systems Management**

The system support capabilities of an e-business integration solution are critical. Management, monitoring, load balancing, and security are some of the issues that need to be addressed by any mission-critical implementation. The companies listed on page 7 offer system management products and services.

## e-Business

Acta Technology  
Actional Corp.  
ActionPoint, Inc.  
Acutent, Inc.  
ASD Systems  
Attachmate Corp.  
Baltimore Technologies  
BEA Systems, Inc.  
BMC Software, Inc.  
Bristol Technology, Inc.  
BusinessEdge Solutions, Inc.  
CCS Online  
Chrystal Software  
Cognizant Technology Solutions  
CoreTech Consulting Group, Inc.  
Cotelligent  
CrossWorlds Software  
Dataforce Corp.  
Delano Technology Corp.  
eCash Technologies, Inc.  
EcomXML  
eTopware, Inc.  
Faber Consulting  
GE Information Services  
IBM Corp.  
IndX Software Corp.  
Information Management Associates (IMA)  
InnerAccess Technologies  
Instaknow.com Inc.  
Intalio, Inc.  
Integic Corp.  
IPNet Solutions  
Jacada Inc.  
KnowledgeTrack Corp.  
Lombardi Software  
Luna Information Systems  
Meritide, Inc.  
Metaserver, Inc.

Metastorm, Inc.  
MicroStrategy  
MITEM Corp.  
NEON Systems, Inc.  
Netfish Technologies  
New Era of Networks (NEON)  
ObjectSpace, Inc.  
OpenConnect  
Optio Software, Inc.  
Oracle Corp.  
Paladyne Corp.  
Parallax Corp.  
PeerLogic, Inc.  
Popkin Software & Systems  
Reasoning, Inc.  
SAGA Software, Inc.  
Sierra Atlantic, Inc.  
SPS Commerce  
Software Technology Corp. (STC)  
Sterling Commerce  
SunGard Business Integration  
SupplyAccess  
Taviz Technology, Inc.  
Technology Logistics Systems (TLS)  
TechSpan, Inc.  
TIBCO Software  
TopTier Software Inc.  
Viewlocity  
Vitria Technology, Inc.  
Web Data Access  
WebXi, Inc.

## ERP Integration

Casahl Technology, Inc.  
Compuware Corp.  
Epicor Software  
Intellicorp Inc.  
IPNet Solutions, Inc.  
Isix Software  
Junot Systems, Inc.  
Promenix  
SAGA Software, Inc.  
Ventureforth, Inc.

## B2B

Ajuba Solutions Inc.  
GemStone Systems  
IBM Corp.  
InnerAccess Technologies  
IPNet Solutions

## Mainframe Enterprise

Attachmate Corp.  
BMC Software, Inc.  
Computer Network Technology (CNT)  
InnerAccess Technologies  
NEON Systems Inc.  
WRQ

## Data Integration

Attachmate Corp.  
Axios Products, Inc.  
BMC Software, Inc.  
Cerebellum Software  
Compuware Corp.  
CrossAccess Corp.  
DataMirror Corp.  
DARC Corp.  
Evolutionary Technologies International (ETI)  
Evoke Software  
Oracle Corp.  
SAGA Software, Inc.  
Scribe Software Corp.  
Verano

## m-Commerce

PCS Innovations  
TANTAU Software  
TechSpan, Inc.



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## Application Integration

Accelr8 Technology Corp.  
Actional Corp.  
American Management Systems, Inc. (AMS)  
Attachmate Corp.  
Attunity Inc.  
Axios Products, Inc.  
BMC Software, Inc.  
Celcorp  
Chrystal Software  
Computer Network Technology (CNT)  
Continuus Software  
Convergent Group  
CrossWorlds Software  
CSTeBusiness, Inc.  
Data Dimensions, Inc.  
Data Management Associates, Inc. (DMAI)  
DBA Software  
EAI Services Inc.  
EDS Corp.  
Electran Corp.  
Ensemble Systems, Inc.  
Foxfire Consulting  
Fuentez Systems Concepts (FSC)  
GE Information Services  
Hexaware Technologies, Inc.  
IBM Corp.

IMRglobal Corp.  
Information + Graphic Systems (IGS)  
InfoSage, Inc.  
iWork Software  
Junot Systems, Inc.  
MITEM Corp.  
Modcomp, Inc.  
NEON Systems Inc.  
Netik Consulting  
Merant  
New Era of Networks (NEON)  
ObjectSpace, Inc.  
OpenConnect  
Optio Software, Inc.  
Oracle Corp.  
PeerLogic, Inc.  
PFN  
Red Oak Software  
SAGA Software, Inc.  
SEAGULL  
Seeburger, Inc.  
Semaphore  
Sun Microsystems, Inc.  
SunGard Business Integration  
Symphion, Inc.  
Taviz Technology, Inc.  
Translink Software  
Transoft, Inc.  
Unisys  
Vitria Technology, Inc.  
WebMethods, Inc.  
WRQ  
Zephyr

## Middleware

BMC Software, Inc.  
Candle Corp.  
DBA Software  
Fiorano Software  
HiT Software, Inc.  
IBM Corp.  
Killdara Corp.  
MQSoftware, Inc.  
ObjectSpace, Inc.  
Optio Software, Inc.  
PCS Innovations  
Persistence Software, Inc.  
SAGA Software, Inc.  
SofTouch Systems, Inc.  
SolutionsIQ  
Sundog Technologies  
Talarian Corp.  
Viasery, Inc.


## Process Flow

Concentus Technology Corp.  
Ensemble Systems, Inc.  
Fujitsu Software  
IBM Corp.  
JetForm

## Systems Management

Peregrine Systems, Inc.  
RoyalBlue Technologies  
Tivoli Systems Inc.

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Welcome to the first edition of *eAI Journal's Vendor Guide 2000*. Our intention is to make the *Vendor Guide* a definitive resource to assist our readers in their quest for the appropriate e-business and application integration products and services. More than 140 vendors are represented; however, as is to be expected with a first edition, there are vendors we have not been able to reach or who could not be included in time for publication. To make the *Vendor Guide* as inclusive as possible, listings in it were available to all vendors with eAI-related products and services. There was no cost for a Basic Listing and it entitled vendors to provide a 50-word description, along with contact information. Those vendors desiring to provide more detailed information selected one of two fee-based options, the Standard Listing and the Premium Listing. Don't miss the online edition of the *Vendor Guide* at [www.eaijournal.com](http://www.eaijournal.com). It is updated continuously as new listings are submitted. 

**Accelr8 Technology Corp.**  
**303 E. 17th Ave., Suite 108**  
**Denver, CO 80237**  
**Voice: 303-863-8088**

Since 1987, Accelr8 Technology has helped clients meet business-driven software requirements with a broad range of solutions, from integrating and extending legacy systems to converting applications from VMS to Unix, Linux or NT. Product and service options include e-legacy, re-hosting, XML, reengineering, integration, and productivity offerings.

**Acta Technology**  
**1667 Plymouth St.**  
**Mountain View, CA 94043**  
**Voice: 650-230-4200**

The Acta e-Commerce Data Platform is the first and only solution designed to make enterprise data e-commerce-ready for all channels in the Networked Economy. With Acta's data platform, enterprises can maintain real-time, online dialogs with customers and partners — providing them the critical information they need for transactions and business analysis.

**ActionPoint, Inc.**  
**1299 Parkmoor Ave.**  
**San Jose, CA 95112**  
**Voice: 408-325-3800**

ActionPoint develops and markets the Interaction Management System, which enables e-businesses to rapidly build and deploy dynamic and intelligent Web interfaces. It also streamlines the collection and transformation of information received via the Web, e-mail, or traditional paper-based documents.

**Actional Corp. (formerly Visual Edge Software)**  
**701 N. Shoreline Blvd.**  
**Mountain View, CA 94043**  
**Voice: 408-973-7823**  
**Website: [www.actional.com](http://www.actional.com)**

Actional provides e-business infrastructure for direct, dynamic control of enterprise business services from any market touch point.

Actional software makes it possible to directly control all business services, both across and beyond enterprise boundaries, from your market-facing applications — to enable CRM system, a call-center, a self-service Web, a help-desk application — with the ability to access information, and take direct action — where the customer is. By eliminating the need for additional layers of EAI middleware, Actional provides a unique forward command and control capability within any application center, which makes all business processes available at the point of interaction. This capability allows e-business managers to create customized, scalable, and dynamic e-business systems with dramatic improvements in time-to-market, personalization, and customer loyalty.

Actional has been at the forefront of enterprise software development, continually providing innovative solutions that seamlessly integrate applications across the enterprise. Actional customers include leaders in the Global 2000 across every major industry. Actional products are licensed by leading EAI vendors, platform partners, and e-business application developers.

**Acuent, Inc.**  
**199 Cherry Hill Rd.**  
**Parsippany, NJ 07054**  
**Voice: 973-541-4218**

Acuent has led global business implementations since 1984 and has 250+ cross-industry *Fortune 2000* customers. Acuent combines strategy, e-engineering, ERP, domain knowledge, and technology skills to provide the competencies needed for successful e-business. Acuent has built forward-facing applications through its partnerships with Vignette/Broadvision, marketplace exchanges, and B2Bi/EAI integration platforms.

**Ajuba Solutions Inc.**  
**2593 Coast Ave.**  
**Mountain View, CA 94043**  
**Voice: 650-210-0100**

Ajuba Solutions provides XML-based integration solutions for automating and enhancing B2B relationships over the Internet. Ajuba2 offers a comprehensive development environment and scalable server for rapid creation and deployment of B2B applications that connect trading partners and market hubs or aggregate information for use in specialized services or catalogs.

**American Management Systems, Inc. (AMS)**  
**4050 Legato Rd.**  
**Fairfax, VA 22033**  
**Voice: 703-267-8000**

American Management Systems (AMS) is a premier provider of next-generation enterprise business and technology solutions that dramatically improve business performance and create value for clients. AMS solutions feature enterprise application integration and e-business strategy, management, and technology services. Founded in 1970, AMS had 1999 revenues of \$1.24 billion.

**ASD Systems**  
**3737 Grader St., Suite 110**  
**Garland, TX 75041**  
**Voice: 214-348-7200**

ASD Systems provides software and manages the infrastructure behind e-commerce. Its systems integrate Websites with multiple call centers, fulfillment centers, and drop-ship vendors. Clients can outsource their operations to their integrated network of call centers and strategically located fulfillment centers. ASD's entire solution is priced on a per-transaction basis.

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**Attachmate Corp.**  
3617 131st Ave. SE  
Bellevue, WA 98006  
Voice: 425-644-4010

**attachmate™**

Attachmate is a leading provider of Web-based host access and application integration solutions. Eighty percent of the *Fortune 500* rely on Attachmate to accelerate and extend the reach of enterprise information. Established in 1982, Attachmate is ranked ninth by Soft•letter of the top 100 personal software companies in the U.S.

**Attunity Inc.**  
67 S. Bedford St.  
Burlington, MA 01803  
Voice: 781-221-1450

Attunity is a leading provider of strategic consulting, project management, development, and integration services to *Fortune 2000* companies. Attunity helps organizations implement large-scale, component-based applications and e-business solutions. The focus is on advancing the value proposition of IT through end-to-end integration that unites the Web with new and existing applications.

**Axios Products, Inc.**  
1373-10 Veterans Highway  
Hauppauge, NY 11788  
Voice: 800-877-0990

Axios Products provides several software products that enhance the enterprise. The latest product, the Liberty-Soft electronic document output system, allows creation of documents from the current application output data, and sends them to output devices anywhere on the network — without changing existing applications, data, or output devices.

**Baltimore Technologies**  
155 Bovey Rd., Suite 400  
San Mateo, CA 94402  
Voice: 877-228-9754

Baltimore Technologies develops and markets security products and services for a wide range of e-commerce and m-commerce applications, providing a complete solution for information security requirements. The company's products include a range of Public Key Infrastructure (PKI) systems, cryptographic toolkits, security applications, and hardware cryptographic devices. The comprehensive product suite is modular, scalable, and highly flexible.

**BEA Systems, Inc.**  
2315 N. First St.  
San Jose, CA 95131  
Voice: 408-570-8000



BEA Systems is the e-Commerce Transactions Company powering many of the world's most innovative Web companies. The award-winning BEA e-Commerce Transaction Platform helps companies launch reliable e-commerce initiatives quickly. BEA has over 50 offices in 24 countries.

**BMC Software, Inc. (Data Propagation)**  
2101 CityWest Blvd.  
Houston, TX 77042  
Voice: 800-841-2031

BMC Software ensures that e-business-critical applications are getting the right data to the right people at the right time. The MAXM Enterprise Data Propagation management system from BMC enables the integration of legacy data with e-business and data warehousing applications by providing the fastest, most efficient, and most reliable data

propagation solution.

**BMC Software, Inc. (PATROL for MQ)**  
2101 CityWest Blvd.  
Houston, TX 77042  
Voice: 800-841-2031  
Website: [www.bmc.com](http://www.bmc.com)

PATROL for Enterprise Application Integration Management solutions from BMC Software provides availability management for each of the key pillars of your EAI infrastructure, including message brokers, messaging middleware, transaction processors, and databases.

A key component of PATROL for EAI is PATROL for MQ, which manages the MQSeries environment. These solutions offer the industry's most flexible, advanced capabilities for end-to-end service-level management of MQSeries networks and resources. PATROL for MQ provides cost-effective, scalable, and integrated solutions that enable total control of MQSeries configuration, administration, performance, optimization, monitoring, recovery, and automation — all from a central point of control.

PATROL for MQ provides out-of-the-box capabilities that support business-critical MQSeries applications and can be customized to support unique requirements.

BMC Software is a leading provider of management solutions that enhance the availability, performance, and recovery of a company's business-critical applications. This application service-assurance strategy combines superior products with BMC Software Professional Services and outstanding customer support.

BMC Software is among the world's largest independent software vendors, is a *Forbes 500* company and is a member of the S&P 500, with fiscal year revenues exceeding \$1.3 billion. The company is headquartered in Houston, Texas, with offices worldwide.

**Bristol Technology, Inc.**  
39 Old Ridgebury Rd.  
Danbury, CT 06810  
Voice: 203-798-1007

Bristol Technology delivers software development solutions that make e-business work. The new products, eXactML (quickly add XML capabilities to C++ applications) and eSleuth (e-business transaction analysis software), enable developers to implement technologies such as MQSeries (or other middleware products) and XML in e-business applications faster, easier, and more reliably.

**BusinessEdge Solutions, Inc.**  
399 Thornall St.  
Edison, NJ 08837  
Voice: 732-549-8500

BusinessEdge Solutions is an e-business integration firm providing business-to-business solutions, OSS strategies, EAI enablement, and business process optimization for the communications, energy, insurance, and financial services industries.

**Candle Corp.**  
201 N. Douglas St.  
El Segundo, CA 90245  
Voice: 800-97CANDLE

Candle is a leader in MQSeries systems management and provides a variety of solutions and services for MQSeries. The

Candle Command Center Management Pac is the most robust solution for MQSeries systems management. It helps systems administer, test, configure, and manage MQSeries networks to ensure maximum availability of MQSeries applications.

**Casahl Technology, Inc.**  
12647 Alcosta Blvd., Suite 450  
San Ramon, CA 94583  
Voice: 925-328-2828

Casahl Technology's ecknowledge (pronounced e-c-Knowledge) enables integration between virtually all DBMSes, ERPs, legacy applications, Web portals, groupware, and desktop applications. It allows end users to stay in their preferred application while interacting with enterprise systems within the company and while collaborating with business partners over the Internet using XML technology.

**CCS Online**  
303 Lindwood  
Fairfield, CT 06430  
Voice: 203-255-5661

CCS Online, a full-service solution provider for the NYC area and New England, specializes in the design, development, and integration of custom Internet applications to streamline customer business processes. In-house skills are Internet application consulting/architecture, technology, design/development, databases, and interactive interface/graphic design, for a variety of industries.

**Celcorp**  
2100, 10130 - 103 St.  
Edmonton, AB T5J 3N9  
Canada  
Voice: 800-338-8491

Celcorp is a premier developer of application integration software that gives enterprises, systems integrators, and independent software vendors the power to access mission-critical data no matter where it resides on corporate enterprise networks, enabling delivery of real-time information to any type of user.

**Cerebellum Software**  
600 Waterfront Dr.  
Pittsburgh, PA 15222  
Voice: 888-862-9898

Cerebellum Software, develops and markets Internet data integration technology solutions for linking e-business applications with corporate data systems. Its premier product, Cerebellum enables a development team to easily create and add comprehensive, real-time data integration into Web applications and components.

**Chrystal Software**  
10875 Rancho Bernardo Rd.  
San Diego, CA 92127  
Voice: 858-676-7700

Chrystal Software focuses on personalized, interactive, Web-based e-commerce solutions. Its product, Eclipse, takes advantage of XML to structure information for dynamic, interactive content delivery, bridging the gap between e-presence to e-commerce and moving the visitor from interest through investigation to purchase decision.

**Cognizant Technology Solutions**  
500 Glenpointe Centre West  
Teaneck, NJ 07666  
Voice: 201-678-2743

Cognizant leverages its leading-edge skills in e-business appli-

cations development and enterprise application integration to build sophisticated e-business applications, and to integrate these new applications and Websites with distributed networks and large-scale transaction processing systems. Cognizant also leverages its application management capabilities to manage e-business applications on an ongoing basis.

**Computer Network Technology (CNT)**  
6000 Nathan Lane  
Minneapolis, MN 55442  
Voice: 800-793-2509

CNT's EAI suite of fast-track software products includes InVista, the next-generation technology that empowers business managers to meet today's demanding business needs, and Enterprise/Access, which delivers mission-critical enterprise information from core legacy systems online and in real-time.

**Compuware Corp.**  
31440 Northwestern Highway  
Farmington Hills, MI 48334  
Voice: 248-737-7300

**Website: [www.compuware.com](http://www.compuware.com)**

File-AID/Express simplifies the tasks of building and testing high-speed, high-volume interfaces and data transformations. These products, part of Compuware's powerful File-AID data management workbench, can significantly streamline the design and implementation of application integration projects, regardless of platform.

Equipped with an easy-to-use graphical interface, File-AID/Express allows developers to perform all of their data-related tasks without having to write programs or scripts, code SQL, or use multiple utilities. Developers can use a standardized approach to manage data from multiple application data sources and become immediately more productive.

File-AID/Express can quickly access, cleanse, transform, and integrate data. It can perform high-volume data transfers between legacy data sources (VSAM, IMS, DB2), relational data sources (Oracle, SQL Server, DB2 UDB), XML, and flat files. In coming months, it will also support application integration via IBM's MQ Series.

File-AID/Express for PeopleSoft directly integrates data from legacy and other sources with PeopleSoft databases. It can perform complex transformations, validations, and data cleansing.

Users can easily design data transformations based on the business objects and processes without having to understand the underlying physical database. The product can also be used to integrate with Oracle and Siebel applications.

**Concentus Technology Corp.**  
5115 Parkcenter, Suite 150  
Dublin, OH 43017  
Voice: 877-638-2397  
Fax: 614-792-0998

**Website: [www.concentus-tech.com](http://www.concentus-tech.com)**

Concentus delivers process-driven software solutions that enable unprecedented speed to market for any company's B2B e-business strategy. While current process-enabled solutions, such as Workflow, EAI software, and emerging BPM solutions, can handle simple processes, most cannot address the increasingly complex processes that must be deployed for successful e-commerce participation. That is because they are still essentially driven by data or require

too much software coding. By focusing on the company's business process and deploying on a standardized object broker architecture, such as CORBA, the Concentus process-based software allows deployment of any B2B e-business solution in days vs. the months required for traditional data-centered integration approaches. It can handle virtually any process in any business environment or industry sector. "Process-servers" that are configured to the company's necessary business process provide role-based access to data and applications anywhere in the enterprise or its supply chain at the right time, providing decision support, not just document routing.

The Concentus solution set includes a powerful graphical user interface, allowing top to bottom views of the business process. What's more, the Concentus solution is graphically configurable, thus drastically reducing the cost of change or maintenance, while increasing the speed of deployment.

How? The uniquely powerful Concentus IT strategy consists of: a process-centered IT architecture that supports literally any process, regardless of complexity; an e-commerce process platform that integrates and manages any combination of people, tools and data; corporate portals, offering role-based access through a Java-based desktop; virtually unlimited off-the-shelf e-business applications that can be quickly configured and launched to meet the changing dynamics of e-business.

The Concentus three-level solution set consists of:

- **MetaExpress Process Engine.** It sits at the heart of the Concentus solution. Capitalizing on the strength of its open, object-oriented architecture, MetaExpress offers a unique work management framework built around a Process Engine that serves configurable, role-based work processes (combination of data and applications). It was the first commercially available CORBA-compliant workflow engine. It offers hundreds of APIs (application programming interfaces) and also meets interface standards developed by the NIIPP (National Information Infrastructure Protocol Program) Consortium and the WfMC (Workflow Management Coalition). MetaExpress can define and execute virtually any business process through a graphical user interface. It defines new processes or modifies existing ones without requiring programming. It can drive highly complex internal processes by providing virtually unlimited single points of access across the entire enterprise. And it can support myriad transactions and processes required by e-commerce.
- **WorkBridge,** an e-commerce process platform that offers a process-based solution for rapid deployment of internet applications with a browser-based corporate portal and seamless, totally open links to virtually any front-office, back-office, or value chain application. Applications can be docked in hours. Because it is powered by Concentus's MetaExpress Process Engine technology, the WorkBridge process platform offers totally open application integration services and allows access to all corporate data. This capability alone means that any user on the corporate information system can access, use, and even change just the data required for the job they are doing.
- A set of configurable vertical applications that are

built on the Process Engine and can be deployed fully throughout the supply chain or e-commerce framework through Workbridge. Initial vertical applications are: WorkBridge Change Manager to handle complex engineering changes and WorkBridge Procurement Manager, offering bid, proposal, and contract management services.

**Continuous Software**  
**9401 Jeronimo Rd.**  
**Irvine, CA 92618**  
**Voice: 800-820-1995**

Continuous Software is a leading provider of eAsset Management solutions. eAsset Management enables organizations to develop, enhance, and manage their teams, building Internet and enterprise software and content-based systems. Continuous offers eAsset Management solutions, designed to support the development, management, approval, and deployment of complex software, Internet applications, and Web content.

**Convergent Group**  
**6399 S. Fiddler's Green Cir., Suite 600**  
**Englewood, CO 80111**  
**Voice: 303-741-8400**

Convergent Group is a leader of a new breed of professional services focused on e-business transformation. They help clients transform their businesses by creating a digital enterprise that leverages innovative business systems and the power of the Internet. They focus on two key industries — utilities and local government.

**CoreTech Consulting Group, Inc.**  
**1040 1st Ave., 4th Floor**  
**King of Prussia, PA 19406**  
**Voice: 800-220-3337**

CoreTech Consulting Group, an e-business professional services firm, helps companies reap the rewards while minimizing the risk of new technology. Strategic partnerships, a proven track record, and superior methodology have led to CoreTech being cited as one of the fastest growing companies in America.

**Cotelligent**  
**101 California St., Suite 2050**  
**San Francisco, CA 94111**  
**Voice: 888-683-6400**

Cotelligent is a global IT consulting firm, delivering end-to-end e-business solutions and emerging wireless data applications (m-business) solutions. Areas of specialization are: Web-enabled applications, Web design, e-commerce, Web portals, ERP e-solutions (e-business), custom application development, system integration and implementation, strategic consulting and assessments, and business intelligence (enterprise solutions).

**CrossAccess Corp.**  
**2900 Gordon Ave., Suite 100**  
**Santa Clara, CA 95051**  
**Voice: 408-530-4909**

CrossAccess is a leading provider of e-business infrastructure software. eXadas, the company's flagship product, transforms traditional application data into e-data. It leverages existing data without programming, new databases, or more hardware. eXadas provides direct access to all data, no matter what program or platform, to enable quick response to e-business demands.



**CrossWorlds Software**  
577 Airport Blvd., Suite 800  
Burlingame, CA 94010  
Voice: 888-685-0947 (U.S.)  
Voice: 650-685-9000 (U.S.)  
Voice: 49 89 92404 117 (European Headquarters)  
Website: [www.crossworlds.com](http://www.crossworlds.com)

CrossWorlds Software is a leading provider of e-business infrastructure software that enables the integration and automation of business processes within enterprises and among trading partners using the Internet. CrossWorlds' products help traditional and emerging businesses leverage the Internet as a platform to increase productivity, improve responsiveness to customer demands, and enhance competitiveness.

With CrossWorlds, companies get a fast, cost-effective, and powerful integration solution with five key elements:

- Flexible e-Business Infrastructure
- Real-Time Business Process Automation
- Deep-Packaged Application Integration
- Extensive Custom and Legacy Integration
- Scalable Integration Architecture.

While many application integration and e-business solutions focus primarily on transferring data between applications, CrossWorlds' solution allows companies to automate business processes that span applications, thereby eliminating process redundancies and data inconsistencies between applications. Pre-built business process integration modules, such as e-procurement and e-sales, leverage industry best practices to automate the most common integration requirements. CrossWorlds also offers a process modeling toolset for building integration to custom and legacy applications.

Market-leading companies from global manufacturers, such as Delphi Automotive and Ingersoll Rand, to B2B marketplaces, such as Neoforma.com, experience faster time-to-market, streamline operations, and decrease total cost of ownership by leveraging CrossWorlds as their foundation for e-business and enterprise integration.

**CSTeBusiness, Inc.**  
3050 Royal Blvd. S  
Alpharetta, GA 30022  
Voice: 800-690-2780

WebMaster Commander provides security, integration, authentication, authorization, data integrity, and data confidentiality for users implementing advanced electronic commerce solutions across multiple platforms for the Internet or intranet. A key benefit of WebMaster Commander is that it provides integration and security of existing applications to the Internet without extensive code writing.

**DARC Corp.**  
125 S. Wacker Dr., Suite 2550  
Chicago, IL 60606  
Voice: 312-338-5000

DARC Software is the product research and development unit of DARC Corp., a diversified firm providing integration software, consulting services, training programs, and remote services for Oracle technology. DARC Software's principal product is Isix, an integration software package consisting of an interface server and over 60 adapters for Oracle Applications.

**Data Dimensions, Inc.**  
411 108th NE, Suite 2100  
Bellevue, WA 98004  
Voice: 425-688-1000

Successful Enterprise Application Integration (EAI) projects depend on proven IT disciplines coupled with flexible and robust new integration tools. With implementation strategies based on extensive consulting expertise and strategic alliances with key technology vendors, Data Dimensions helps clients make informed choices for EAI while leveraging IT investments.

**Dataforce Corp.**  
8200 NW. 52nd Terrace, Suite 300  
Miami, FL 33166  
Voice: 800-283-9012

Dataforce Corp. is a global provider of IT consulting services for the implementation and support of Web-enabled, enterprise-wide solutions such as CRM, ERP, and EAI. Their services are designed to maximize IT investments by providing reliable solutions.

**Data Management Associates, Inc. (DMAI)**  
500 Birchfield Dr., Suite 503B  
Mount Laurel, NJ 08054  
Voice: 856-722-1565

DMAI is a software development company that focuses on integration, e-business, and custom development projects. They provide consulting, integration, application development, software methodology, and mentoring services. Their mission is to help reduce the cost of software development through integration technology. Since 1995, DMAI has served commercial, industrial, academic, and non-profit organizations.

**DataMirror Corp.**  
3100 Steeles E, Suite 700  
Markham, ON L3R 8T3  
Canada  
Voice: 905-415-0310

DataMirror Transformation Server provides data-level integration for linking e-commerce applications with operational and legacy systems. It ensures that critical data is effectively managed and accessible anywhere in the world real-time. Transformation Server integrates data among DB2, Microsoft SQL Server, Oracle, and Sybase across NT, Unix, Linux, OS/400, and OS/390.

**DBA Software**  
1195 Park  
Emeryville, CA 94608  
Voice: 888-925 2211  
Website: [www.dbasoft.com](http://www.dbasoft.com)

DBA Software provides the Tanit legacy integration software products. Tanit wraps CICS programs as objects that work with your chosen IDE. Tanit remote object wrappers provide programs with an object interface and a direct TCP/IP connection to the mainframe. Tanit objects work on either Web or client/server platforms, COM+, Java, or JCorba. Tanit is EJB compliant.

Tanit shields developers from the complexity of the mainframe while providing fast, secure TCP/IP access to its programs and data. On the host, transactions use standard CICS services to interact with DB2, VSAM, and other databases. On the desktop, developers program using objects with familiar properties, methods, and events. Tanit leverages an investment in CICS by

enabling e-commerce, intranet or client/server desktops to use the business logic and databases that doctor a business.

For a Website to be successful, Web clients can't be too thin, response time can't be too fast, and transactions can't be too secure. Tanit provides the tools to build successful sites by leveraging the power of legacy systems. Visit DBA Software's Website for more information or a free trial of Tanit.

**Delano Technology Corp.**  
302 Town Centre Blvd.  
Markham, ON L3R 0E8  
Canada

**Voice: 905-947-2222**

Delano Technology provides an e-business platform and packaged applications that empower companies to achieve an excellent ROI by rapidly automating and managing multi-channel interactions with customers, partners, suppliers, and employees. Delano is headquartered in Toronto, Ontario, with offices across North America and Europe.

**EAI Services Inc.**  
38 Willow Rd.  
Sudbury, MA 01776  
Voice: 978-443-2139

EAI Services is a professional services company focused on Enterprise Application Integration. Utilizing the extensive ERP, supply chain, and Web experience of its consultants to assess, recommend, and implement integration architectures that will transform information systems to business assets, EAI Services can help your company create a unified information infrastructure.

**eCash Technologies, Inc.**  
19015 North Creek Pkwy., Suite 105  
Seattle, WA 98011  
Voice: 425-415-1050

eCash Technologies provides software solutions that extend and enhance physical world payment methods. The eCash Technologies suite of products is seamless, easy-to-implement, flexible, and enables businesses to offer a variety of secure, reliable, and easy-to-use electronic payment options. The eCash Technologies payment engine supports a variety of electronic payment methods.

**EcomXML**  
1082 Taylorsville Rd.  
Washington Crossing, PA 18977  
Voice: 215-321-5200

EcomXML produces EcomFrontier (a portal) and EcomTalk (a B2B integration product based on XML), with PKI implementation, trading partner profiles, and support for HTTP, FTP, and SMTP.

**EDS Corp.**  
800 Troy Tower  
Troy, MI 48098  
248-265-7510  
Voice: 248-265-7510

EDS's EAI Offerings will help enterprises actively participate in the digital economy by combining EAI and B2Bi technologies, EDS systems integration capabilities, and business process enhancements to seamlessly integrate an enterprise's information systems — including both internal integration and integration with e-marketplaces — thereby enhancing competitiveness and maximizing return on IT spending.

**Electran Corp.**  
1100 Larkspur Landing  
Larkspur, CA 94939  
Voice: 415-925-8480

Electran produces application connector software to connect Web applications (including storefronts) to back-office applications in real-time. Electran/AS connects to AS/400, Unix, mainframe, Notes, or Windows applications. Electran/AS runs simple XML scripts, and connection to most back-office systems can be done in less than a week.

**Ensemble Systems, Inc.**  
280-5200 Hollybridge Way  
Richmond, BC V7C 4N3  
Canada  
Voice: 877-290-2662

Ensemble Streams provides a simplified approach to business process modeling and software requirements analysis. Streams helps analysts and process engineers build workflow models that communicate information between end users, analysts, and IT. The business process model becomes the framework for specifying software requirements, ensuring delivered software systems meet business goals.

**Epicor Software**  
15 Hampstead Rd.  
Danville, NH 03819  
Voice: 603-382-0233

e-Business, ERP, DRP, CRM systems, implementation, selection, and support assistance: Epicor offers the total solution.

**eTopware, Inc.**  
15301 Spectrum Dr., Suite 175  
Addison, TX 75019  
Voice: 972-490-6700

e-Businesses must thrive on constant change — new partners, suppliers, best-of-breed applications, and business processes. If an e-business is going to profit from change, it needs a platform that effects change quickly, easily, and inexpensively. eTopware offers an e-Business Process Management solution that is a complete solution for change.

**Evoke Software**  
832 Folsom St., Suite 1000  
San Francisco, CA 94107  
Voice: 415-512-0300

Evoke Software helps companies develop a thorough understanding of their corporate systems prior to undertaking critical e-business initiatives. The Evoke Axio product suite provides a thorough, automated analysis of the content, structure and quality of data, and accelerates and improves the quality of e-business, CRM, and data warehousing initiatives.

**Evolutionary Technologies International (ETI)**  
816 Congress, Suite 1300  
Frost Bank Plaza  
Austin, Texas 78701  
Voice: 800-856-8800 or 512-383-3000  
Fax: 512-383-3300  
Website: [www.eti.com](http://www.eti.com)

The ETI•EXTRACT Tool Suite enables corporations to meet the challenge of EAI by automating enterprise data integration. ETI•EXTRACT provides a flexible infrastructure for integrating incompatible systems.





Mission-critical data exists in incompatible databases across the enterprise. ETI•EXTRACT enables organizations to consolidate data quickly and efficiently. ETI's software helps businesses address today's EAI challenges of enabling e-commerce, implementing ERP applications, consolidating data after mergers and acquisitions, and building data warehouses. Companies also arm themselves for the unknown business and technical revolutions of the future with ETI•EXTRACT's flexibility and scalability.

ETI•EXTRACT generates end-to-end conversions for consolidating data, i.e. the code, scripts, and utilities required to extract, transform, move, and load data between incompatible systems. ETI•EXTRACT consists of four powerful components.

ETI's Editors are used to specify data conversions and manage the software. The Conversion Editor is used to map data values and specify business rules; the editor provides a point-and-click interface in an easy-to-read spreadsheet-style layout. Management Editors are used to administer and tailor the software.

The MetaStore is ETI•EXTRACT's centralized metadata repository. ETI•EXTRACT automatically captures an in-depth metadata audit trail with comprehensive metadata on every aspect of a data integration project. Data System Libraries (DSLs) give the software the power to generate conversions in the language most appropriate for the database or file system being accessed. The Generator creates the end-to-end ETL conversion, the code, and scripts that are then executed on source and target systems. Users can either rely on the Executive, a subcomponent of the Generator, to execute the conversion; use their established scheduling software; or take advantage of ETI•Accelerator for MQSeries to move data in near real-time with IBM's MQSeries.

The product provides the following benefits to its users:

*Heterogeneous/legacy access.* ETI•EXTRACT is unique in its ability to integrate data between heterogeneous sources. The software can generate native code for a wide range of databases and systems, including legacy systems such as IMS and COBOL VSAM; relational systems such as DB2 and Oracle; applications such as SAP R/3 and PeopleSoft; and homegrown and proprietary databases.

*Complex data transformation through business rules.* ETI•EXTRACT enables unlimited data transformations. Users can select data values to be retrieved, sample or aggregate values, or look up data. Rules are specified in an easy-to-use, context-sensitive, menu-driven process.

*Powerful conversion generation.* The three data integration approaches available today are hand coding, code generation software and engine-based software. The product combines high-quality native code — the most efficient way to access data — with powerful automation. It leverages programmer resources rather than tying them to writing and debugging code. No data flows through an engine or host, so scalability is never an issue, and ETI•EXTRACT enables more complex data transformations than engines can provide.

*Automatic metadata capture and management.* Metadata is critical to developing enterprise EAI strategies. ETI•EXTRACT automatically captures more comprehen-

sive metadata than any other data integration product and enables the exchange of that metadata with other products.

**Faber Consulting**  
**One Tower Lane, Suite 1200**  
**Oakbrook Terrace, IL 60181**  
**Voice: 630-571-3011**

Faber is a professional services company, focusing exclusively on integrating business intelligence and e-business solutions. Faber provides Internet-based solutions, enabling organizations to transform their data assets to develop new revenue streams, improve customer relationships, and drive market dominance. Headquartered in Chicago, Faber has branch offices in Dallas and Los Angeles.

**Fiorano Software, Inc.**  
**718 University Ave., Suite 212**  
**Los Gatos, CA 95032**  
**Voice: 408-354-3210**

FioranoMQ is a fast, fully JMS-compliant Java messaging server for building high-performance, scalable, and secure distributed enterprise applications. In addition to supporting all the publish/subscribe and PTP (Point-to-Point) functionality in the JMS API, FioranoMQ adds multi-level security, Web integration, superior XML interoperability, and bridges to MQSeries and MSMQ.

**Foxfire Consulting**  
**2805 Dallas Pkwy., Suite 120**  
**Plano, TX 75093**  
**Voice: 972-396-1113**

Foxfire Consulting is an IT professional services company, specializing in systems integration, IT consulting, and e-business services. They have assembled a remarkable team of people who average over 15 years of experience and who share a very successful reputation for solving systems integration challenges.

**Fuentez Systems Concepts, Inc. (FSC)**  
**1 Discovery Place, Suite 2**  
**Martinsburg, WV 25401**  
**Voice: 304-263-0163**

**Website: [www.discovery.fuentez.com](http://www.discovery.fuentez.com)**  
Fuentez Systems Concepts (FSC) is a high-technology systems engineering, and systems integration company with over 15 years' experience, providing high-quality services and products to the federal government and commercial sector.

With over 250 employees in six locations across the U.S., FSC provides a range of products and services in the IT arena. FSC is an experienced solutions provider in the Enterprise Application Development and Integration arena. To effectively achieve true application integration while leveraging the trillions of dollars of investments in existing IT infrastructures, FSC believes that custom application development and integration will remain one of the key options for businesses to build differentiating, competitive functionality on top of their existing or new packaged or custom enterprise applications.

Enterprises seeking quality solutions for the most difficult EAI challenges should consider FSC — a single source for EAI solutions "from the production floor to the customer's door." FSC welcomes the opportunity to demonstrate its solutions to tough integration issues with a goal of the seamless integration of virtually all business information and business processes.

**Fujitsu Software**  
3055 Orchard Dr.  
San Jose, CA 95134  
Voice: 408-456-7875

Fujitsu's i-Flow is a Java-based workflow engine for automating enterprise and B2B e-processes. i-Flow provides an open workflow development environment complete with the components necessary to create customized workflow solutions that integrate seamlessly within existing IT infrastructures. i-Flow's robust engine is highly scalable for today's complex integration projects.

**GE Information Services**  
100 Edison Park Dr.  
Gaithersburg, MD 20878

Voice: 1-800-560-GEIS (North and South America)

Website: [www.geis.com/geiscom/template.jsp?page=0&id=0](http://www.geis.com/geiscom/template.jsp?page=0&id=0)

GE Information Services offers a portfolio of integration brokers for EAI and e-commerce. All offerings support A2A, B2B, and B2C integration for a single enterprise-wide solution; enable both inter- and intra-enterprise data transformation, routing, and tracking; and support XML, EDI, and user-defined data formats.

*Enterprise System* — This is a Unix-based, highly scalable integration broker. It transforms and routes data among disparate systems, including ERP, legacy, and Web-based applications. It includes secure intelligent routing via the Internet or VANs, mailboxing, and integration with middleware solutions like MQSeries.

*GE InterLinx* — Developed entirely in Java, this solution streamlines e-commerce through its robust administrative functions; message management; intelligent routing via customizable business rules; data tracking; and optional Web access module and S/MIME interface for Internet transfers.

*Application Integrator* — This leading XML, EDI, and UDF data transformation tool is available as a stand-alone solution and it also comes embedded in the Enterprise System and GE InterLinx. Certified by SAP, Oracle, Baan, and PeopleSoft, it features a patented approach to data transformation — a single-pass, "drag-and-drop" system for any-to-any data transformation that eliminates the need to write code to perform mission-critical data transformation with business rule logic.

**GemStone Systems**  
20575 N.W. Von Neumann Dr.  
Beaverton, OR 97006  
Voice: 503-533-3000

GemStone Systems develops the award-winning GemStone/J application server, a leading technology platform for today's B2B economy. Based on open Java, J2EE, XML, and CORBA technologies, GemStone/J's adaptable, secure platform is the ideal environment for building B2B applications, be they wireless applications, digital exchanges, portals, or auction sites.

**Hexaware Technologies, Inc.**  
5 Independence Way  
Princeton, NJ 08540  
Voice: 609-951-9195

Hexaware Technologies, a global IT consulting firm, is a product-independent EAI solution provider. Hexaware defines, develops, implements, and manages solutions spanning application management, EAI, e-commerce, and wireless.

**HiT Software, Inc.**  
4020 Moorpark Ave., Suite 100  
San Jose CA 95117  
Voice: 408-345-4001

HiT Software develops high-performance, standards-based XML and SQL middleware for application development and systems integration. HiT Allora provides seamless bi-directional XML access to databases and supports DOM and SAX interfaces. SQL middleware products include JDBC, OLEDB, and ODBC for direct IBM DB2 server access.

**IBM Corp. (MQSeries)**  
Hursley Park, Winchester  
Hants  
United Kingdom SO21 2JN  
Voice: 44 (0)1962 816350

The MQSeries family is a key technology for e-business integration. It provides full business process management capabilities, sophisticated information manipulation, and a tool kit to build adapters to any application. MQSeries Family is award-winning, industry-leading software, supporting industry standards such as XML, Java, and the OAG standards group.

**IMRglobal Corp.**  
100 S. Missouri Ave.  
Clearwater, FL 33756  
Voice: 877-488-2583

IMRglobal provides industry-specific IT solutions within the financial services, healthcare, government, utilities, retail, and manufacturing/distribution industries. Its services include business technology consulting, e-business, application development, application modernization, and application maintenance. IMRglobal's project delivery is based on using delivery centers worldwide to provide clients with a global 24x7 "virtual workday."

**IndX Software Corp.**  
6 Journey, Suite 125  
Aliso Viejo, CA 92656  
Voice: 949-448-0600

IndX provides Web-based decision support systems that improve response time, cost, and quality within a manufacturing enterprise. XHQ from IndX combines and coherently organizes information from multiple systems in real-time. XHQ provides status and key performance information, and enables the sharing of information throughout the supply chain.

**Information + Graphics Systems, Inc. (IGS)**  
5777 Central, Suite 200  
Boulder, CO 80301  
Voice: 303-444-6085

ejai is an enterprise Java application integration product capable of working with any full-featured middleware to enable more intelligent communication between OSS applications. ejai provides data transformation services in a pure Java environment, minimizing the time required for manual interface and adaptor coding, and maximizing the power of middleware.

**Information Management Associates (IMA)**  
One Corporate Dr., Suite 400  
Shelton, CT 06810  
Voice: 203-925-6800

As a global provider of synchronized, multi-channel e-business solutions and service, IMA is at the forefront of the eCRM revolution. But IMA has taken the e-customer rela-

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tionship to new heights by expanding on its promise and offering the industry's only start-to-finish solution for enterprise-wide Customer Relationship Management (CRM).

**InfoSage, Inc.**

**650 Smithfield St., Suite 450  
Pittsburgh, PA 15222  
Voice: 800-522-2001**

InfoSage helps companies integrate procurement information for direct materials, MRO supplies, and services through InfoSage 4.0, a 100 percent Java-based systems integration product. With expertise in procurement and supply chain collaboration, InfoSage is able to help companies complete complex integrations important to support e-business initiatives.

**InnerAccess Technologies, Inc. (Formerly Aquisoft)**

**1200 Eglinton Ave. E.  
Toronto, ON**

**Canada, M3C 1H9  
Voice: 888-518-9111**

**Voice: 416-444-0984**

**Website: [www.inneraccesstech.com](http://www.inneraccesstech.com)**

*InnerAccess Unlocks Your Legacy Power.*

InnerAccess accesses CICS-TS and CA-IDMS and IMS-DC data at the application level within minutes using patent-pending technology. The only other software needed to work with InnerAccess is an application server such as WebSphere, JavaServer Web Development Kit (JSWDK), or WebLogic. Optionally, Integrated Development Environment (IDE) software such as VisualAge or Visual Basic 6 as a development platform can also be used.

InnerAccess uses eXtensible Markup Language (XML) that contains information about each map, not the actual 3270 screen. InnerAccess taps in during development time and creates an encapsulated object with an Application Programming Interface (API). Developers can access all the variables, properties, and methods of the object to quickly build applications using object-oriented development tools.

Because InnerAccess uses ActiveX components and JavaBeans, enterprise applications can be unlocked from most standard development environments. There is no need to know anything about 3270 data streams or mainframe applications or to use screen scraping.

InnerAccess Technologies' Sinfonia Suite is a universal integration solution between CA-IDMS and any other environment on the Web. The Suite includes OCA-COMMIT, OCA-SYSLINK/DC/CICS, OCA-EXCI, OCA-DB2, OCA-TCP/IP, OCA-MQSeries, and the development tool CMDFCICS/IDMS MQSeries diagnostic facility. The Sinfonia Suite guarantees data integrity across multiple data repositories, eliminates costly re-development, and saves on unnecessary hardware upgrades.

**Instaknow.com Inc.**

**40 Brunswick Ave.  
Edison, NJ 08817  
Voice: 732-287-8882**

Instaknow manufactures Web-based collaboration software that provides data integration, custom application development, and globalization services in a 100 percent point-and-click, wizard-driven interface. Business analysts and programmers can effectively create customized applications in 50 percent of the time and cost of application development.

**Intalio, Inc.**

**1860 El Camino Real, Suite 315  
Burlingame, CA 94010  
Voice: 650-259-9995**

Intalio provides enterprise infrastructure software to enable the integration, automation, and management of business processes behind the firewall and over the Internet. Intalio n3 is the XML-based Business Process Management System (BPMS) for modeling, deploying, and managing complex business processes that span multiple enterprise applications and corporate departments.

**Integic Corp.**

**14585 Avion Pkwy.  
Chantilly, VA, 20151  
Voice: 571-633-1900**

Integic is an e-business company that helps other companies streamline front- and back-end processes. Integic provides solutions for the digital management of all business transactions. The company connects the Internet to existing legacy systems to manage content, eliminate paper, and link up with ERP, legacy, and CRM systems.

**Integrated Data Systems Corp. (IDS)**

**123 Townsend St., Suite 450  
San Francisco CA 94107  
Voice: 415-348-0400**

The Integration Server, from IDS, enables a unified real-time view of data to be consolidated from disparate data sources on-the-fly. The Integration Server combines capabilities for metadata management, distributed query optimization, data transformation and adapters, legacy, SQL, and application data stores.

**Intellicorp Inc.**

**1975 El Camino Real West  
Mountain View, CA 94040  
Voice: 650-965-5500**

IntelliCorp is a leading provider of ERP life cycle management products and services. The company offers a comprehensive suite of business process management, applications integration, and customer relationship management tools, training, and consulting to maximize ERP return on investment.

**IPNet Solutions, Inc.**

**4100 Newport Place, Suite 800  
Newport Beach, CA 92660  
Voice: 888-882-6600**

IPNet Solutions addresses the B2B needs of Global 2000 companies, with a particular focus in retail, high technology, and manufacturing. IPNet is an industry leader in creating Virtual Trading Communities, seamlessly linking companies and their trading partners in a supply "Web," enabling faster, more accurate, and more profitable decisions.

**Isix Software**

**125 S. Wacker Dr., Suite 2550  
Chicago, IL 60606  
Voice: 312-338-5000**

Isix Software, a provider of integration solutions, facilitates enterprise integration between disparate information systems. Isix integrates complex ERP systems through their patent-pending technology of intelligent adapters called iDapters. The advent of iDapters enables seamless interoperability among popular enterprise applications such as Oracle and SAP as well as e-commerce software applications.

**iWork Software**  
**7900 Triad Center Dr.**  
**Greensboro, NC 27409**  
**Voice: 336-852-0455**

dcServ is a powerful, scalable integration infrastructure designed specifically for industrial clients. The dcServ suite of highly configurable applications work together or individually across the enterprise and supply chain. dcCommerce provides an e-business infrastructure; dcXchange integrates multiple heterogeneous systems; and dcCollect provides real-time data collection.

**JetForm**  
**560 Rochester St.**  
**Ottawa, ON K1S-5K2**  
**Canada**  
**Voice: 800-538-3676**

Automate cross-functional e-business processes that inter-operate with departmental applications. JetForm's e-process framework integrates people, processes, and applications in e-business. It's an XML-based process automation solution that contains rich work management capabilities, providing companies with the capability to deliver their services and products across multiple channels (Internet, wireless, mobile, e-mail).

**Jacada Inc.**  
**400 Perimeter Center Terrace, Suite 195**  
**Atlanta, GA 30346**  
**Voice: 800-773-9574**

Jacada provides a complete software infrastructure to rapidly transform OS/390 and AS/400 applications into e-business solutions delivered as Java, HTML, and Palm interface code. Jacada expands on this foundation by empowering COBOL and RPG developers to build Internet and wireless applications.

**Junot Systems, Inc.**  
**5120 Woodway, Suite 10025**  
**Houston, TX 77056**  
**Voice (Main): 713-479-7300**  
**Voice (Sales): 713-479-7338**  
**Voice (Consulting): 713-479-7321**  
**Voice (Business Devel.): 713-479-7320**  
**Website: www.junotsystems.com**

Junot Systems provides a single comprehensive environment to manage all business and communication issues for integrating business applications within and between companies. Junot was founded in 1997 by a group of ex-Big 5 consultants with over 50 years of collective experience, implementing and integrating business solutions. Their experience provided insights into the design and development of the SAP R/3 certified NLINK software product. NLINK, in conjunction with the ultra-thin, non-invasive coNNectors, has established Junot Systems as a technological leader in the EAI (Enterprise Application Integration) market.

Junot Systems' coNNector solutions are focused on integrating Enterprise Resource Planning (ERP), Point Applications (sales force automation, customer relationship management, advance planning, automatic data collection, etc.), and legacy systems. The interfaces are managed utilizing technology eXtenders for XML, CORBA, EJB, EDI, Web, and other options. With NLINK, integration is completely configuration-based and metadata driven, requiring no custom coding whatsoever. This allows functional business users, not programmers, to

perform complex integration tasks, and provides a scalable and maintainable integration solution even as business processes and installed applications change over time. Junot Systems also offers world-class training and implementation consulting services to provide a total integration project solution.

**Killarda Corp.**  
**77 Mill St.**  
**Almonte, ON K0A 1A0**  
**Canada**  
**Voice: 613-256-8685**

Killarda's Paraphrase Engine product is a low-cost middle-ware device, which uses JDBC, XML, and PKI to integrate disparate enterprise databases over the public Internet. Database changes are automatically detected, translated into XML, encrypted, and routed to remote recipients — typically other databases.

**KnowledgeTrack Corp.**  
**6800 Koll Center Pkwy., Suite 310**  
**Pleasanton, CA 94566**  
**Voice: 925-750-2000**

KnowledgeTrack delivers an enterprise portal platform designed for e-business communities. KnowledgeTrack's offering, The Knowledge Center, enables e-business communities — such as employees, partners, and customers — to work together. These communities can collaborate in real-time to establish e-commerce initiatives and access key content that is customized to their business roles and preferences.

**Kuvera Enterprise Solutions, Inc.**  
**1326 Pearl St., Suite 200**  
**Boulder, Colorado 80302**  
**Voice: 303-265-9152**

Kuvera Enterprise Solutions provides Enterprise Application Integration services to help solve the complex problems associated with integrating a business. Faced with some of the most challenging and critical integration problems, Kuvera has repeatedly helped their customers select the right technology, architect the best solution, and deliver value to their business.

**Level 8 Systems**  
**8000 Regency Pkwy.**  
**Cary, NC 27511**  
**Voice: 919-380-5000**  
**e-Mail: info@level8.com**  
**Web: www.level8.com**



Level 8 Systems is a premier global provider of rapid business integration solutions for e-business and e-commerce. They offer infrastructure and integration products for developing, deploying, and integrating reliable, scalable e-business and e-commerce solutions.

*The Geneva Integration Suite*

Level 8's approach to business integration provides a comprehensive set of products for integrating diverse business systems that enable e-business. The Geneva Integration Suite makes information systems work together seamlessly for a totally connected, e-business-enabled extended enterprise. The Geneva Integration Suite includes business process automation, application engineering, application integration, and enterprise messaging products that enable:

- Link legacy-to-legacy and legacy-to-new systems across an entire enterprise, regardless of platform
- Ensure the accurate and secure exchange of informa-



- tion between systems
- Protect the integrity of multi-step transaction processing, even over the internet
- Rapidly develop, and quickly and seamlessly integrate new functionality and applications into an infrastructure
- Centrally manage even the most distributed computing environment
- Reduce total cost of ownership by simplifying maintenance and facilitating a high degree of reusability.

#### *Application Integration*

Application integration products enable customers to build business integration solutions by integrating "legacy" applications, packaged applications, and databases. Application integration involves creating a common view of information distributed across these systems, making information easily accessible to diverse applications, while defining and enforcing new business rules. The Geneva Enterprise Integration Template is a high-performance integration portal that provides a unified view of business information that resides in multiple diverse IT systems. This unified view provides the foundation for creating new applications, using an enterprise application integration model.

#### *Enterprise Messaging*

Enterprise messaging products enable customers to build business integration solutions by integrating enterprise applications, using message queuing and message brokering technology. Common uses include business-to-business XML messaging, data transformation, communication using open Web standards, and reliable application-to-application message queuing. The Geneva enterprise messaging products include: Geneva Integrator — a transport-independent message broker; Geneva Message Queuing — cross-platform implementation of Microsoft's MSMQ; Geneva XIPC — advanced inter-process communications for Linux and Unix environments.

#### *Business Process Automation*

Business process automation leverages underlying application integration technology to enable rapid automation of new business processes. Common uses include call-center, customer self-service, and business-to-business workflow applications. The Geneva Business Process Template provides business managers a design editor for defining business processes and business rules, a runtime engine that manages business processes, and a customizable GUI for end users.

#### *Application Engineering*

Engineered applications make use of integration technology to provide the "glue" that holds together the technically disparate components from which business objects and business processes are often derived.

Geneva AppBuilder is ideally suited for companies seeking to gain the benefits of component-based application development for e-business. Geneva AppBuilder is a component-based application development package that stores and manages business data and rule definitions. It provides impact analysis capabilities to ease the burden of maintenance and change.

**Lombardi Software**  
**4516 Seton Center Pkwy., Suite 250**  
**Austin, TX 78759**  
**Voice: 512-382-8200**

Lombardi Software connects employees with a company's knowledge, processes, and technology. By removing the com-

plexity of existing systems while leveraging past investments, Lombardi's collaboration solutions help achieve the efficiency promised, but not delivered, by enterprise applications. The result is an integrated business, not just integrated applications.

**Luna Information Systems**  
**1300 Clay St., Suite 500**  
**Oakland, CA 94612**  
**Voice: 888-880-5862**

The Luna Product Suite provides a premier platform for leveraging e-business associations into powerful and evolving relationships. With Luna, rapidly achieving competitive advantage is possible by customizing business services for the needs of each business partner. Business-to-business e-relationships built on Luna are smart, secure, and strong.

**Merant**  
**9420 Key West**  
**Rockville, MD 20850**  
**Voice: 301-838-5229**

Merant, a leader in enterprise application development, integrates enterprise technology with new solutions to help businesses move their initiatives to the Web. The Merant Egility framework encompasses the entire foundation of e-business (create, transform, integrate, manage) to help companies unite the best of both worlds without compromising existing systems.

**Meritide, Inc.**  
**708 Cleveland Ave. SW**  
**St. Paul, MN 55112**  
**Voice: 651-255-7301**

Meritide provides software solutions to integrate applications and data within an enterprise. With Meritide, integrating legacy, client/server and Web-based applications, and data into a lower cost infrastructure is possible. Its software professionals have experience in software development, project management, software methods, and building/supporting IT architectures within businesses.

**Metaserver, Inc.**  
**157 Church St.**  
**New Haven, CT 06510**  
**Voice: 203-497-9888**

Metaserver provides a scalable universal integration architecture. The flagship product, Metaserver, is a net routing software application that seamlessly connects disparate applications across heterogeneous platforms without a lot of custom programming. Metaserver leverages an enterprise's existing IT investments and preserves its ability to select the best-of-breed applications.

**Metastorm, Inc.**  
**836 Ritchie Highway, Suite 16**  
**Severna Park, MD 21146-4126**  
**Voice: 410-647-9691**

Metastorm is a leading developer of e-business software for the digital workplace. The company's flagship product, Metastorm e-work, is used to design intelligent, flexible, and responsive e-business applications that integrate existing data, systems, and people

**MicroStrategy**  
**8000 Towers Crescent Dr., Suite 1400**  
**Vienna, VA 22182**  
**Voice: 703-848-8600**

MicroStrategy eCRM Applications help uncover customer needs and preferences, then provide valuable information

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**MITEM Corp.**  
**640 Menlo Ave.**  
**Menlo Park, CA 94025**  
**Voice: 650-323-1500**  
**Voice: 800-826-4836**

**Website: www.mitem.com**

MITEM Corp., founded in 1985, is a world-wide software developer and publisher of legacy integration software for EAI and e-business solutions. Its MitemView product is designed for enterprises that depend on legacy computer systems, and need to integrate or extend these business-critical applications.

MITEM believes that many mission-critical applications will remain on mainframe and midrange systems to ensure adequate levels of performance, availability, security, and reliability. At the same time, MITEM realizes that application integration is a perpetual evolutionary process that is best conducted in a timely fashion without the cost, risk, and disruption of wholesale systems displacement.

MITEM's patented technology takes an innovative approach to application integration that is non-invasive to host and network environments. Its MitemView tool enables real-time integration of information from disparate systems without requiring changes or additions to existing host applications. Unlike other middleware and screen-scraping products, MitemView is engineered to preserve the high performance and reliability of business-critical applications.

**Modcomp, Inc.**  
**1650 W. McNab Rd.**  
**Ft. Lauderdale, FL 33309-1088**  
**Voice: 954-977-1260**

Modcomp's e-commerce division specializes in providing turnkey application integration solutions that bring existing enterprise applications to the Web. Using ViewMax technology, Modcomp deploys solutions based on Linux, Solaris, HP-UX, and NT. ViewMax Web-to-host solutions are implemented using only HTML, and are secured using standard SSL encryption.

**MQSoftware, Inc.**  
**7575 Golden Valley Rd., Suite 140**  
**Golden Valley, MN 55427**  
**Voice: 888-228-1366**

MQSoftware is a leading source for IBM MQSeries solutions, training, and consulting. Q Pasa! provides management solutions for the entire MQSeries family, including configuration, analysis, performance, and problem management in an easy-to-use GUI. Q Liner provides assured enterprise file transfer with the benefits of MQSeries once-only, assured delivery.

**NEON Systems, Inc.**  
**14100 Southwest Frwy., Suite 500**  
**Sugar Land, TX 77478**  
**Voice: 800-505-6366**  
**Website: www.neonsys.com**

NEON Systems is a leading provider of e-business integration software for Global 2000 companies. The NEON

Systems e-Business Integration solution enables businesses to manage critical business areas that operate across multiple platforms — including mainframes, Windows NT and 2000, Linux, and Unix systems — and across firewalls with customers, vendors, and partners. The NEON e-Business Integration solution provides integration without barriers across the value chain for Web-to-host data access, legacy application renewal, application development, enterprise application integration (EAI), and B2B integration.

The iWave product group offers the blending of EAI and B2B integration from one integration infrastructure and provides comprehensive support for the integration of data, applications, and business processes.

The Shadow product group delivers direct and transparent access to System/390 mainframe data and transactions from the Internet or client/server environments. Eliminating the need for a gateway or custom coding, the Shadow product group leverages existing hardware, software, and personnel to provide access to DB2, CICS, IMS, VSAM, and ADABAS data and transaction sources.

NEON Systems is committed to open industry standards and supports ODBC, HTML/HTTP, JDBC, EJBs, XML, Linux, and CORBA. Additionally, the company participates in product research and development supporting commonly used and emerging standards.

**Netfish Technologies**  
**2350 Mission College Blvd., Suite 650**  
**Santa Clara, CA 95054**  
**Voice: 408-350-9500**

Netfish Technologies is a leading provider of scalable XML-based B2B integration solutions used by Internet-enabled companies, such as Cisco Systems and Sun Microsystems. Netfish products provide a complete end-to-end B2B solution, enabling automation of a wide spectrum of processes ranging from procurement and order fulfillment to billing and payment.

**Netik Consulting**  
**Sir John Lyon House**  
**High Timber St.**  
**London EC4V 3LS**  
**United Kingdom**  
**Voice: +44-171-489.5899**

xNetik is a component middleware product with unique, business-to-business (B2B), business-to-consumer (B2C), e-business, EAI functionality. xNetik uses Microsoft tools and components to reduce the time and money needed to integrate applications within the enterprise and across the Internet.

**New Era of Networks (NEON)**  
**One Greenwood Plaza**  
**6550 S. Greenwood Plaza Blvd.**  
**Englewood, CO 80111**  
**Voice: 949-388-NEON (6366)**  
**Voice: 303-694-3933**  
**Website: www.neonsoft.com**



New Era of Networks, Inc. (NEON) is a leading supplier of Internet infrastructure and enterprise application integration (EAI) software and services. NEON develops technology for application integration at both the enterprise and extended enterprise levels. NEON's e-Biz 2000 and e-Biz Integrator are leading e-business infrastructure software platforms that enable small, medium, and large companies



to automate business processes across the extended enterprise and integrate the core operational systems that must work together to support these processes.

NEON's family of integration servers, adapters, and utilities integrate legacy, ERP, and Web-based applications with mission-critical operational systems for goods and services providers and the interaction of online trading communities. NEON's products enable information sharing between systems. Information sharing allows businesses to automate end-to-end processes, such as fulfilling Internet-based orders at a speed and volume required in the e-business environment. Founded in 1994, when e-business was still in its infancy, NEON has been assisting companies with successful EAI and e-business implementations for over five years. New Era of Networks, Inc. is publicly traded on the NASDAQ under the symbol NEON.

**ObjectSpace, Inc.**  
**14850 Quorum Dr., Suite 500**  
**Dallas, TX 75240**  
**Voice: 972-726-4229**  
**Voice: 972-726-4100**

**Website: [www.objectspace.com](http://www.objectspace.com)**

With headquarters in Dallas, Texas, ObjectSpace is a leading global provider of business-to-business (B2B) infrastructure software products and services. ObjectSpace solutions enable organizations to improve operational efficiencies, enhance business flexibility, and launch revenue-generating, Web-based services by leveraging the Internet to collaborate closely and effectively with business partners, suppliers, and customers. Since its founding in 1992, the company has licensed its OpenBusiness solutions or provided professional services to more than 300 industry leaders worldwide.

- ObjectSpace's OpenBusiness suite of solutions, with its universal connectivity, enables companies to rapidly and cost-effectively design and implement strategic B2B initiatives
- OpenBusiness Infrastructure Platform integrates the internal applications of a company and provides the foundation for Web-extending these applications to business partners, suppliers, and customers
- OpenBusiness Gateway provides the universal connectivity needed to extend an organization's internal applications and introduce new, Web-deployed services to key members of its business community
- OpenBusiness Portal enables an organization to publish its list of e-service offerings and allows business partners, suppliers, and customers to custom-create their online site for personalized business-to-business interaction
- Professional and Expert Services. A team of expert B2B engineers provides strategic planning, architectural design, and project management, as well as timely and effective product training, implementation, and analysis.

**OpenConnect**  
**2711 LBJ Frwy., Suite 800**  
**Dallas, TX 75234**  
**Voice: 972-484-5200**

**Website: [www.openconnect.com](http://www.openconnect.com)**

OpenConnect is a leading provider of innovations for e-business. They deliver solutions to mainframe-centric Global 1000 companies by integrating Web technology with existing host-based business processes. Their innovation and demonstrated industry expertise enable business processes

in legacy applications to become building blocks for e-business solutions. Moving from brick-and-mortar to click-and-order is simple, secure and scalable — with OpenConnect.

They support the successful deployment of e-business solutions with innovative technology and value-added services. OpenConnect's i-WARE solution suite is the ideal choice for companies looking to leverage mainframe and other applications to deliver e-business initiatives. It's a complete Internet software solution set for migrating business to the Web.

OpenConnect's commitment to the Web-to-host market has enabled them to transition successfully to a legacy-to-Web provider in the e-business market space. Sixty-eight of the Global 100 and 42 of the *Fortune 500* are OpenConnect customers. With offices across Asia Pacific and Europe, and coverage in Central and South America, OpenConnect's e-business solutions and consulting services are provided to more than 60 countries worldwide.

**Optio Software, Inc.**  
**3015 Windward Plaza - Fairways II**  
**Alpharetta, GA 30005**  
**Voice: 770-576-3760**



**Website: [www.optiosoftware.com](http://www.optiosoftware.com)**

Optio Software provides e-business infrastructure software that enables B2B integration and presentation of information across 100 percent of an organization's trading partners and systems. Optio's software improves the quality of an organization's communications with customers, suppliers, partners, and employees by customizing, delivering, and exchanging information over a global network of digital destinations, including the Web, e-mail, wireless devices, print, and fax without any disruption to core business processes.

Optio's products are being used to integrate diverse applications requiring high availability and throughput, as infrastructure for B2B commerce, and to tailor the information from enterprise, e-business, and legacy applications for delivery and exchange as XML, EDI, Web content, and customized documents, according to individualized requirements. Optio has approximately 4,000 customers, including Dell Computer Corp., Delta Airlines, Schlumberger, Lucent Technologies, H.J. Heinz, and Perrier.

**Oracle Corp.**  
**500 Oracle Pkwy.**  
**Redwood Shores, CA 94065**  
**Voice: 650-506-7000**

**Website: [www.oracle.com](http://www.oracle.com)**

Oracle Integration Server (OIS) is a comprehensive suite of technologies to integrate systems and applications together within an organization, and to link an organization's processes with those of its trading partners and marketplaces over the Internet. It vastly simplifies the complex challenges associated with integrating a company's IT systems with its supply-chain trading partners and business-to-business exchanges, letting customers leverage their existing technology infrastructure while participating in collaborative commerce.

**Paladyne Corp.**  
**14100 Parke Long Ct., Suite H**  
**Chantilly, VA 20151**  
**Voice: 888-713-0344**  
**Website: [www.paladyne.com](http://www.paladyne.com)**

The Datagrator e-business suite employs an innovative

and affordable approach to true enterprise data quality that accelerates e-commerce and business intelligence implementations. Datagration advancements address a wide range of enterprise data quality and application integration requirements.

Enterprise data is given context by automatically applying robust data discovery, cleansing, and integration components. This allows rapid and easily modified data integration into combined systems.

Datagration shields the underlying systems and platforms through an advanced metadata-driven architecture. It utilizes business rule components, which improve scalability and maximize information sharing.

**Parallax Corp.**  
**12 Winding Pond Rd., Suite 101**  
**Londonderry, NH 03053**  
**Voice: 603-434-8070**

Parallax supports the back-end integration of supply chain components for both major corporate clients and dot.com organizations in the B2B and B2C e-business markets. Core services include portal design and implementation, application development and integration, customer personalization and fulfillment systems. These services are complemented by their e-business Quality Engineering practice.

**PCS Innovations**  
**205 Richmond St. W, Suite 706**  
**Toronto, ON L5V 1V3**  
**Canada**  
**Voice: 416-599-3700**

PCS Innovations is an industry leader in the development of mobile Internet platforms, tools, and services that enable enterprises to create, launch, and manage wireless internetworking strategies. PCS Innovations, a privately held company, serves a variety of global customers representing enterprises, service providers, and wireless vendors.

**PeerLogic, Inc.**  
**555 De Haro St.**  
**San Francisco, CA 94107**  
**Voice: 415-626-4545**  
**Website: [www.peerlogic.com](http://www.peerlogic.com)**



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PeerLogic, the LiveContent Company, creates smart application networks for e-business. Smart application networks provide the infrastructure that allows businesses to automate e-business transactions, using all corporate data assets. Their modular suite of proven components, LiveContent, enables their customers to integrate a vast array of corporate information to tune online business relationships. LiveContent automates trend and business analysis to improve customer and partner experiences, and provides data that helps companies to rapidly react to changing market conditions.

To date, approximately 1,000 companies worldwide license their software. Their customers include Bell Atlantic, Bank of New York, BNP Paribas, British Aerospace, British Telecom (BT), Chicago Board of Trade, Critical Path, Electronic Data Systems (EDS), Entrust, Express Scripts, General Electric, Lloyds TSB, Lucent, Nortel, PricewaterhouseCoopers (PwC), Royal Mail, Telcordia, Vodafone, and Volkswagen of North America.

**Peregrine Systems, Inc.**  
**3611 Valley Centre Dr.**  
**San Diego, CA 92130**  
**Voice: 800-638-5231**

Peregrine is the leading provider of Employee Self Service, Infrastructure Management, and e-business connectivity solutions that help ensure the reliability, productivity, and cost-effectiveness of organizational infrastructure. Peregrine provides Infrastructure Management solutions to organizations that permit them to manage the availability and cost of their technology, facilities, and transportation infrastructure.

**Persistence Software, Inc.**  
**1720 S. Amphlett Blvd., 3rd Floor**  
**San Mateo, CA 94402-2701**  
**Voice: 650-372-3600**

Persistence Software, The Engine for e-Commerce, empowers customers with a comprehensive e-commerce infrastructure. They provide solutions for companies in the early stages of developing an architecture and to those building large-scale enterprise systems. The Power-Tier product family delivers concrete business advantages through rapid deployment, scalability, reliability, and business integration.

**Popkin Software & Systems**  
**11 Park Place**  
**New York, NY 10007**  
**Voice: 212-571-3434**

A very powerful e-business definition toolset, Popkin's tools and services integrate a business, systems, and data architectures into a complete enterprise architecture. System Architect 2001 enterprise modeling toolset is now complemented by envision XML, a graphical XML editor. These tools are fully integrated via a central repository to allow e-business development to be a truly enterprise-wide initiative.

**Promenix**  
**130 Commons Court**  
**Chadds Ford, PA 19317**  
**Voice: 610-361-1560**

Promenix is a consulting service provider dedicated to systems integration. Their sole focus is helping *Fortune 500* companies that have successfully installed back-end ERP systems, such as SAP R/3, integrate these systems together in support of Enterprise Application Integration (EAI).

**Reasoning, Inc.**  
**700 E. El Camino Real**  
**Mountain View, CA 94301**  
**Voice: 650-429-0400**

Reasoning's InstantQA is an automated software inspection service that finds crash-causing defects in source code early in the software development cycle. InstantQA does not require test cases to identify defects and improves quality, which reduces development costs without taxing in-house resources.

**Red Oak Software**  
**115 Route 46, Suite F1000**  
**Mountain Lakes, NJ 07046**  
**Voice: 973-316-6064**

Red Oak Software is a leading solutions provider for e-business integration. A pioneer in Web-to-host integration, its Stingray product is a leading EAI mainframe adapter. The new Web Integrator iAI product enables corporations to extend their reach to those production browser-based applications critical to the future of e-business.

**RoyalBlue Technologies**  
17 State St., 42nd Floor  
New York, NY 10004  
Voice: 212-269-9000

RoyalBlue Technologies is a global provider of advanced enterprise solutions for IT Service Management (ITSM). The company's HelpDesk and ChangeManager software form an integrated suite of support, change, and configuration management applications that manage the relationship between the enterprise and its internal users.

**SAGA Software, Inc.**  
11190 Sunrise Valley Dr.  
Reston, VA 20191  
Voice: 703-860-5050



Website: [www3.sagasoftware.com](http://www3.sagasoftware.com)

SAGA Software offers a full suite of e-business integration and enterprise systems software that extend and support billions of mission-critical transactions daily for some of the world's largest organizations. SAGA's products and services leverage existing IT investments by connecting customers' legacy and packaged applications with the newest e-business processes and applications — thereby enabling its customers to free their information from the heart of the enterprise to the desktop.

*Sagavista: Enabling the e-Economy*

Sagavista, from SAGA, is the premier e-business integration software solution. This enterprise-class software intelligently links back-office enterprise information with front-office Web applications to enable more powerful e-business, customer relationship management, supply chain management, and ERP integration.

As e-commerce becomes the standard method of doing business, organizations need to ensure that their business processes, applications, and systems are integrated across the entire enterprise. Code written for legacy systems, packaged applications and newer code written for Web-enabled applications must all interconnect seamlessly via an intelligent, flexible middleware layer. Sagavista is the solution, enabling companies to use the combination of vendors that makes the most business sense for them. By accommodating any combination of best-of-breed, legacy, and disparate platforms, Sagavista provides the flexibility necessary for success in the new Internet economy.

*Sagallery: The Foundation to Build e-*

*Business Applications*

SAGA's Sagallery suite of application development and database management tools provides a solid foundation for e-business applications. Including powerful products such as Natural and Adabas, Sagallery's suite of software helps, to seamlessly develop and deploy mission-critical enterprise systems.

Sagallery enables:

- Development of robust, customized applications tailored to the specific needs of the business

- Support of key business functions requiring the maximum in reliability, scalability, manageability, and security.

*Sagaservices: Proven e-Solutions Experts*

Sagaservices' team of consultants use proven methodology to help analyze, plan, deploy, and maintain solutions to achieve an organization's mission-critical e-business objectives. SAGA's core integration and maintenance services, comprehensive education and technical training program(s), and award-winning customer support form the foundation for SAGA's customer-invested service policy, including:

- Expertise in SAGA product solutions speeds integration and ensures project success
- Comprehensive or specific service options provide additional IS resources at peak times and help to manage through IS resource shortages
- Knowledge transfer approach provides immediate ROI through more adept IS staff.

**Scribe Software Corp.**  
3 Bedford Farms, Kilton Rd.  
Bedford, NH 03110  
Voice: 603-622-5109

Scribe's flagship product, Scribe Integrate, provides two-way ongoing application integration capabilities, which enables front-office to back-office integration, full bi-directional, two-way integration, and ongoing legacy integration. Scribe Integrate includes a browser-based interface for Internet/intranet and remote use, an event scheduler and manager, audit logs, error detection, and e-mail notification.

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### SEAGULL

3340 Peachtree Rd. N.E., Suite 900

Atlanta, GA 30326

Voice: 404-760-1560

SEAGULL is a leading provider of e-business enabling software technology that opens enterprise applications for Web, wireless and Windows access, and helps integrate enterprise applications with other software. With SEAGULL technology, users can execute business processes anytime, anywhere, from any device.

### Seeburger, Inc.

6611 Bay Cir., Suite 100

Norcross, GA 30071

Voice: 678-966-9345

Seeburger is a leading global provider of EAI, B2B, A2A software, solutions, and services. Seeburger recently released its new Java-based XML/EAI flagship, WebELKE. Seeburger has offices worldwide and its solutions are in use by over 4,000 customers worldwide.

### Semaphore

800 Turnpike St.

North Andover, MA 01845

Voice: 978-794-3366

Semaphore enables customers to rapidly implement e-business solutions across the enterprise through e-business systems integration, development, consulting, and training. Semaphore builds solid architectural platforms upon which disparate components are seamlessly integrated, creating powerful enterprise e-business solutions, ensuring that corporate objectives succeed.

### Sierra Atlantic, Inc.

34770 Campus Dr.

Fremont, CA 94555

Voice: 510-742-4100

Sierra Atlantic, a leading e-business integrator, delivers Internet time-to-market, next-generation solutions across enterprise supply and demand chains. Through engineering partnerships with Oracle, Siebel, Agile, Vitria, and Nuance — Sierra Atlantic designs and develops e-business frameworks that power integrated processes through the extended enterprise. e-Services span strategy, architecture, implementation, and integration of category-leading Internet applications.



### SofTouch Systems, Inc.

9350 S. Western Ave.

Oklahoma City, OK 73139

Voice: 405-703-8080

CrossPlex is a host-based product solution to extend online 3270-based applications or data contained in host VSAM files to the Internet, MQSeries, Java Applications, XML, and many others. It requires no modifications to host-based applications or data. Capabilities include one-for-one enablement, enhanced one-for-one, and many-to-one.

### Software Technology Corp. (STC)

404 E. Huntington Dr.

Monrovia, CA 91016

Voice: 626-471-6000

STC is a leading global provider of e-business application integration (eAI) packaged solutions with its flagship product, e\*Gate e-business integrator. e\*Gate 4.0 is the industry's first open strategic eAI architecture that enables accelerated deployment of true e-business integration

with unprecedented performance and reliability. The e\*Gate product family is installed at more than 1,200 customer sites worldwide.

### SolutionsIQ

1800 112th Ave. N.E., Suite 150

Bellevue, WA 98004

Voice: 888-88CONNX

SolutionsIQ's CONNX provides secure real-time read/write access to all enterprise data enabling simplified data access by representing all data in one virtual relational database. Data is accessible via SQL and any standards-based application. It supports DB2, Oracle, RMS, Rdb, DBMS, DataFlex, SQL Server, Sybase, Informix, CA-Ingres, and any OLEDB or ODBC data source.

### SPS Commerce

1450 Energy Park Dr., Suite 127

St. Paul, MN 55108

Voice: 800-998-4334

SPS Commerce provides B2B e-commerce software solutions and application integration. Complete with back-end file communications, SPS links the Web interface to business applications via the Web. SPS software integrates with leading ERP applications and has the ability to process transactions in many formats, including EDI, flat file, and XML.

### Sterling Commerce

4600 Lakehurst Ct.

Dublin, OH 43016

Voice: 800-299-4041

GENTRAN:Catalyst is the foundation to integrate an enterprise's internal processes with those of its partners while cutting costs and reducing cycle times. GENTRAN:Catalyst acts as the hub, controlling data translation, business rules routing, and the flow of messages and files to facilitate the interaction between business processes.

### Sundog Technologies

4505 S. Wasatch Blvd.

Salt Lake City, UT 84124

Voice: 801-424-0044

Sundog is the maker of Universal Update (UU), a uniquely non-intrusive data access and distribution product. UU extracts and moves data among disparate data sources. UU also detects changes and automatically updates the target system(s).

### SunGard Business Integration

650 Fifth Ave., 12th Floor

New York, NY 10019

Voice: 212-977-7366

Fax: 212-977-7399

Website: [www.integration.sungard.com](http://www.integration.sungard.com)

SunGard Business Integration (formerly MINT) is a leading provider of intelligent middleware and enterprise application integration solutions designed exclusively for the financial services industry. For over a decade, SunGard Business Integration has employed a comprehensive, robust approach to building seamlessly integrated IT and business process environments addressing three critical integration dimensions: top-to-bottom, front-to-back, and end-to-end.

SunGard Business Integration's MINT Knowledge Family of solutions enables financial institutions to leverage their

existing and future IT assets to achieve strategic business goals: transforming an organization's information assets into centrally managed knowledge available across the extended enterprise. Based on their knowledge of the complex transaction processes required in financial services, these solutions significantly reduce the effort of integration across organizations, and across disparate, incompatible systems.

As an operating unit of SunGard (NYSE: SDS), SunGard Business Integration leverages the strengths of the broader SunGard Group — a global leader in integrated IT solutions, e-processing, and business continuity, with over 10,000 customers, including 47 of the top 50 financial institutions — to provide the critical business edge needed to compete in the new economy. SunGard Business Integration markets and supports its products around the globe. Visit their Website to learn more about SunGard Business Integration and how they can "Put Your Business in MiNT Condition."

**Sun Microsystems, Inc.**  
**901 San Antonio Rd.**  
**Palo Alto, CA 94303**  
**Voice: 650-960-1300**

Java Message Queue software is a JMS product implementation from Sun, designed to minimize the work necessary for developers to make their applications deployable in today's distributed networking environments. Java Message Queue provides a reliable, standardized messaging solution, adding value to both end users and ISVs.

**SupplyAccess**  
**300 Continental Blvd., Suite 200**  
**El Segundo, CA 90245**  
**Voice: 310-426-3200**

SupplyAccess enables Global 2000 companies, government, and educational organizations to replace inefficient, paper-based purchasing systems with an e-procurement solution that is powerful, inexpensive, and easy to use. SupplyAccess' system composes and displays standards for complex corporate IT products, as well as simpler indirect MRO products and services.

**Symphion, Inc.**  
**4514 Cole Ave., Suite 1400**  
**Dallas, TX 75205**  
**Voice: 214-522-4000**

Symphion is an integration-focused e-business consulting firm. They are dedicated to providing integration services that help their clients combine new and existing information technologies to "set the tempo" of their e-businesses. Their solutions include Strategic Integration Implementation (Enterprise Application Integration, Web-enabling applications, etc.), Integration Planning, and Integration Staffing services.

**Talarian Corp.**  
**333 Distel Circle**  
**Los Altos, CA 94022-1404**  
**Voice: 650-965-8050**

Using Talarian's real-time infrastructure software, today's businesses are armed with the ability to instantly distribute and exchange information worldwide — regardless of industry, platform, location, or network type. Talarian's messaging middleware and multicast technologies provide the speed, scalability, time-to-market, and security needed in the world's most demanding applications.

**TechSpan, Inc.**  
**12900 Federal Systems Park Dr., Suite 2B**  
**Fairfax, Virginia 22033**  
**Voice: 703-631-7700**  
**Website: www.techspan.com**

TechSpan is a software and services consulting company, focused on the e-business integration market. Founded in October 1998, and headquartered in the heart of the Silicon Valley, in Sunnyvale, CA, TechSpan has enjoyed rapid market acceptance and brings a powerful set of partners and capabilities to their clients.

Everything at TechSpan is designed to address the demands of the e-business world. Time-to-market is at the core of every strategy and investment they make. TechSpan is one of the first software consulting firms that Goldman Sachs reinforced with venture investments to help build their technological infrastructure.

TechSpan helps clients Web-enable key applications, delivering end-to-end (E2E) e-business solutions. They maintain expertise in all key elements of Web enablement:

- Planning and strategies, including wireless for *Fortune 1000* companies, industry-leading technology companies and emerging dot.coms
- e-Commerce integration, including development and implementation capabilities that expand alliance partner technology
- Implementation capabilities in both industry-leading vendor products and those of emerging technology leaders to address all components of the solution
- Development of bridges that tie together all products and components, yielding complete solutions
- TechRAD e-commerce methodology, project planning and management, embracing the entire process
- Technical consultants who staff and deliver their e-solutions.

**TIBCO Software**  
**3165 Porter Dr.**  
**Palo Alto, CA 94304**  
**Voice: 650-846-1000**

TIBCO Software is a leading provider of real-time e-business infrastructure software. TIBCO's three product lines: TIBCO ActiveEnterprise, TIBCO ActiveExchange, and TIBCO ActivePortal, enable businesses to integrate enterprise applications, interact with businesses in B2B commerce, and efficiently deliver personalized information through enterprise portals. TIBCO technology is used in diverse industries.

**Tivoli Systems Inc.**  
**9442 Capital of Texas Hwy. North**  
**Austin, TX 78759**  
**Voice: 800-2TIVOLI**

Tivoli software manages the foundations of e-business, extending the boundaries of traditional network and systems management from the data center across the Internet, from the desktop to pervasive devices. Leading companies around the world use Tivoli software, Tivoli Ready third-party products, and Team Tivoli partner services.

**TopTier Software Inc.**  
**6203 San Ignacio, Suite 101**  
**San Jose, CA 95119**  
**Voice: 408-360-1700**

TopTier Software provides leading companies with e-business portals that are easy to deploy and easy to use. No new code is required. Also, no training — point, click, drag-and-drop.

**TransLink Software**  
**1601 114th Ave. SE., Suite 120**  
**Bellevue, WA 98004**  
**Voice: 425-450-9700**

TransLink Software is the leading provider of high-performance enterprise integration and routing solutions that extend business transactions into customer relationships. Scalable to meet extensive enterprise availability and ever-changing e-business demands, TransLink delivers the integration and delivery platform for managing heterogeneous transactions across the enterprise — simply, faster.

**Ventureforth, Inc.**  
**1835 Savoy Dr., Suite 216**  
**Atlanta GA 30341**  
**Voice: 770-451-8045**

Ventureforth, an Oracle partner, develops and markets Integrator 2000, a leading value EAI solution for the Oracle Internet platform. Integrator 2000 is the choice for designing, building, and deploying robust and scalable integration solutions. Integrator 2000 leverages the native power of Oracle. Solutions are available for ERP and e-business products.

**Verano**  
**411 Clyde Ave.**  
**Mountain View, CA 94043**  
**Voice: 650-237-0200**

Verano's Illuminar Suite enables manufacturers to automatically synchronize enterprise data and business processes with suppliers and partners over the Internet. Illuminar handles security, work flow, and audit trail in a thin-client browser. Director automates the process. Verano can be implemented quickly and very cost-effectively.

**Viewlocity**  
**3475 Piedmont Rd., Suite 1700**  
**Atlanta, GA 30305**  
**Voice: 404-267-6400**

Viewlocity provides e-infrastructure for business-to-business online trading communities and traditional supply chains. Their solutions help companies speed up their response times to customers and increase end-to-end visibility across all trading partners. Their flagship product, AMTriX, currently enables more B2B trading communities around the globe than any other solutions provider.

**Vitria Technology, Inc.**  
**945 Stewart Dr.**  
**Santa Clara, CA 94086**  
**Voice: 408-212-2700**  
**Website: [www.vitria.com](http://www.vitria.com)**

Vitria is a leading e-business platform provider. Its product, BusinessWare, enables companies to conduct business electronically across corporate networks and over the Internet and allows companies to automate mission-critical business processes — like order fulfillment and inventory management — by managing the flow of information and transactions between their internal IT systems and the IT systems of their partners and customers.

BusinessWare gives companies complete control and visi-

bility of their business operations across their extended enterprise, enabling them to improve the efficiency of their business operations, reduce time-to-market for new products and services, develop closer relationships with their partners and customers, and rapidly respond to changing business conditions.

To date, they have licensed BusinessWare to over 100 industry-leading customers in telecommunications, high-tech supply chain, financial services, healthcare, and insurance. Major customers include 3Com, BellSouth, Covad, Deutsche Bank, Federal Express, Fujitsu PC, Level 3, MCI WorldCom, PSINet, Qwest, SBC, Sprint, UUNet, and Telstra. Vitria is traded publicly on the NASDAQ stock exchange under the symbol VITR.

**webMethods, Inc.**  
**3333 Octavius Dr.**  
**Santa Clara, CA 95054**  
**Voice: 408-988-0414**

webMethods, a leading provider of integration software products, enables any business to become an e-business with faster and more efficient operations, real-time information flow, and greater responsiveness to customers. webMethods provides the ActiveWorks Integration System, a comprehensive suite of products that offers fast time-to-integration.

**WebXi, Inc.**  
**83 Cambridge St.**  
**Burlington, MA 01803**  
**Voice: 781-272-1111**

Using WebXi's Symmetry, companies can seamlessly integrate business processes of customers, suppliers, and distributors, while dramatically reducing development time and implementation costs. Symmetry's flexible, scalable component-based XML messaging framework processes, transforms, and routes XML communication between trading partners. Symmetry integrates complex multi-application environments into a single coordinated process.

**WRQ Inc.**  
**1500 Dexter Ave. N.**  
**Seattle, WA 98109**  
**Voice: 206-217-7181**

WRQ's Apptrieve is application integration software that enables mining and reuse of data in legacy applications on IBM mainframe, AS/400, Unix and VAX hosts for integration with e-business solutions — without reengineering the underlying business processes or host system. Apptrieve includes a graphical mapping tool, development kit, and powerful server.

**Zephyr**  
**8 Greenway Plaza, Suite 1400**  
**Houston, TX 77046**  
**Voice: 800-966-3270**

Zephyr demonstrates ECLIPSE, a fast, next-generation host integration server for scalable, opportunistic legacy extension. Included is an autoGUI, an easy-to-use screen designer, host data objects (HTML/Javascript, XML, and Java), and an object-oriented API for creating composite applications.

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**Attention eAI Vendors:** Vendors desiring to submit a product listing for inclusion in the next edition of the *eAI Journal Vendor Guide* should go to [www.eaijournal.com/VendorGuide/GuideLines.htm](http://www.eaijournal.com/VendorGuide/GuideLines.htm) for submission guidelines. The next printed edition will be published in 2001. The online version is constantly available at: [www.eaijournal.com/VendorGuide/index.htm](http://www.eaijournal.com/VendorGuide/index.htm).





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