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*What's Happening? Digiweb... Waterford Institute of Technology... Science Foundation Ireland... Complete Network Technology... Lagan... NTL... Sabeo... Chorus... Deutsche Telecom... IBM... Intel... Novell...Dell... Sun... Lenovo... Novell.. Ofcom... Business Objects... Hewlett-Packard... Red Hat... Open Source business intelligence... Intel... BT Global Services... Steria... CSC... Forrester... Computer Associates... Quest...

* IT's in a Press Release (8 - 14 August)

* IT's in the Diary (22 August - 7 December)

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IT's Monday reports every week on enterprise systems, software development, networking and managed services and communications in Ireland. It is written by Che Golden (01) 2353350 / <che@itsmonday.ie> and Paul Golden (01) 2353351 / <paul@itsmonday.ie>

For licence information and sales, changes of address and customer support, please contact Che Golden.

Street Address: 17 Bellevue Avenue, Glenageary, Co Dublin, Ireland

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ALCHEMY GOES BIG GAME HUNTING FOR GROWTH

By Che Golden

For an SME, localisation company Alchemy Software has learned to punch above its weight. The company has changed its sales strategy from predominately channel to direct and has had a number of successes going after big partners and big customers.

The company has had to do a lot of rethinking in the past couple of years. In 2002, when the demand for services that localize web content failed to increase as it had expected, the Dublin-based company changed its business plans in response to this trend to position itself as an XML globalization specialist. Then the company decided that if it wanted to be big it had to operate big and started to sell directly to large enterprise customers and partner with industry leaders.

'Initially we did most of our sales through channel partners, now only 20 per cent goes through the channel,' said Tony O'Dowd, CEO of Alchemy. 'However, the channel is still important to us especially in the Japanese market, although we are talking to the IDA about setting up a Japanese office in the middle of next year.'

'But ultimately if you want high intimacy with the enterprise you have got to do it direct,' he continued. 'We have done this for three years now, and have six sales people world wide. We have a support center based in Germany, an East European sales office, two offices in the US and three sales people in Germany. We now count 80 per cent of the top 50 companies as customers.'

O'Dowd claims this approach makes the company unique as its competitors sell downstream. Selling upstream has dramatically increased its reach. For instance, if Alchemy wins a contract with a large vendor like Cognos, then Cognos will sell Alchemy software in the freelance translator market for them. Symantec, Computer Associates, Business Objects, Philips Medical and Siemens Medical all use Catalyst. Alchemy also made a decision to partner and only goes after partners who are number one or two in their industry. It recently did a deal with Microsoft that sees the Catalyst product bundled with Visual Studio.

The company has also invested heavily in a number of R&D projects. 'One of the big problems for customers is that for every dollar that people spend on translation they spend a dollar on engineering,' he said. 'The results of our R&D in this area is a new product called Tornado, which automatically reengineers code. It took three years to build and the heart of the new product is an artificial intelligence engine called Lay Out Manager. Using Lay Out Manager we were able to lay

out Veritas' Japanese and Chinese code, which was comprised of 1000 dialogue boxes in each product, in 400 seconds. It would take an engineering team weeks if they did it manually. We currently have pilot schemes for Tornado being run with Microsoft, Computer Associates and Veritas.'

For all its high profile partners, Alchemy is still very much an SME in an infant sector with 15 people employed worldwide. O'Dowd said the company is still educating clients that there is a better way to localize products and it has not yet reached critical mass. While it has been profitable from day one, O'Dowd would like to take the company public to fund R&D and global sales. Eastern Europe and China are huge potential markets but the problem with the sector being so young is that it is very hard to put a price on a company. However, US-based localisation company Trados was sold recently for USD 60 million, which makes Alchemy worth in the region on EUR 6 million by O'Dowd's estimates.

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OUTSIDE FORCES HOLD BACK IT MARKET GROWTH

By Paul Golden

There were no surprises in IDC's latest annual Irish IT user survey, which found that IT departments in many organisations are facing pressure to cut expenditure. More worrying for the industry was the increase in the number of companies who believe their existing technology infrastructure is good enough to support current and future business needs.

As was the case last year, IDC expects growth in the IT market to be slower than that of the economy as a whole. Its survey of 300 public and private sector IT executives found that 45 per cent of organisations expect their IT expenditure to be up on last year, but 29 per cent anticipated lower spending this year - an increase from the 2004 figure of 23 per cent.

John Gilsenan, author of 'IT Trends and Expenditure in Ireland' said it is increasingly clear that organisations, many of which are facing intense competition, are not looking to IT investment as a positive contributor to increased competitiveness as they might have done previously, but rather as a cost to be controlled.

'This is the big question facing the industry, not just in Ireland and the reasons are many,' he said. 'One reason is that there is a lack of new technologies around so organisations tend to restrict spending to necessary upgrades/replacements. They don't feel there is anything out there that will give them a competitive advantage so they are dealing with IT housekeeping issues like better security and increased storage capacity.'

IDC refers to the concept of 'good enough computing' to explain this trend. 'Business leaders start to get the idea that their existing technology infrastructure is good enough to support business needs and new applications and that increased investment in new technology is often unnecessary,' explained Stephen Minton, vice president of worldwide IT markets at IDC. 'Business managers in Europe are exerting considerable influence over the IT buying process with an eye on retaining as much existing infrastructure as possible.'

In terms of what the industry can do to reverse this trend, Gilsenan says the obvious thing is to keep promoting case studies with companies who have seen benefits from IT investment. 'Also, in Ireland, IT products and services are sold by IT people to IT people,' he said. 'Many vendors never get past these folks to the executives running the business, so don't get the chance to push the business benefits.'

There was also bad news for service firms, even though the percentage of expenditure on in-house staff has fallen compared to spending on external resources in recent years. Only 28 per cent of organisations surveyed expect IT services expenditure to rise and the survey found a lot fewer expecting to buy new services than in previous years.

The outlook for hardware is moderately positive, with 37 per cent of organisations expecting the amount they spend to rise. A similar proportion expects their software spend to increase.

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PERCANA LOOKS FOR DEEPER POCKETS FOR EUROPEAN EXPANSION

By Che Golden

In the wake of its recent contract win with Quinn Life for its Eclipse life administration platform, Paul O'Kane CEO of Percana Group, said the company was looking at all possible avenues for additional funding as it gears up for a European expansion.

Quinn Life was Percana's first Irish customer, and according to O'Kane, after Quinn Life goes live the company will have a substantial reference site, which will make it attractive to domestic and international customers. Percana's clients to date have been subsidiaries of overseas companies, such as AZ Life, the Irish subsidiary of the Italian asset management company Azimut, and Arca Vita International, the Irish subsidiary of the Italian life company Arca Vita. The company currently administers over EUR 500 million in funds under management for these clients. Now the company is ready to exploit the foothold it has gained in overseas companies and expand past these shores.

Percana was set up in 1999 to develop the Eclipse system and the company has its first sale in 2001 to the Rothschild Group, whose parent is based in the UK. The UK is an obvious starting point for any Irish company looking to increase its footprint, and while the company is setting up a UK office and is looking for a UK sales person, Italy is country that seems to offer the strongest jumping off point into Europe.

'Italy is a big market for Percana,' said O'Kane. 'Two of our biggest customers are subsidiaries of Italian companies, which gives us good customer references not only for the domestic Italian market but also for the 12 to 14 Italian corporations now in Ireland. In Italy we are talking to around 20 companies at the moment and we hope to be really pushing into the market in 12 months. We have already set up a sales office there and will be looking to recruit more people locally. It is vital that we have presence on the ground, as we need to show corporate customers we have a serious infrastructure in place. Come September we will be researching Holland, Malta and Luxemburg.'

However, as O'Kane pointed out, Irish companies need a big cheque book to expand into Europe and while Percana is able to fund itself and its plans for the next three years, it is looking at a number of funding possibilities. O'Kane claims the company made a substantial profit last year and has doubled revenue. Thirty-one people are employed at the moment but it is expected that staff numbers will double by the end of the year, with 90 per cent of the new jobs being created in Ireland. O'Kane believes the company's financial health as well as its business model will make it an attractive investment and Percana is engaged in parallel discussion with systems integrators looking to get into the life assurance space, private investors, and venture capitalists. One possible avenue may be a second injection of capital from one of its customers, Azimut, which has already made a multi million euro investment in Percana.

Once it gets a foothold in overseas markets, O'Kane is confident that business will take off for Percana as he claims the Eclipse platform and its business model are unique in the life and pensions market place.

'A lot of companies have investment type products, but Eclipse has been built to handle the entire spectrum of products in the life and pensions space including unit and index linked, with profit business and risk based products,' said O'Kane. 'We can also be cheaper and more flexible than many of our competitors as they are subsidiaries of life assurance companies and have huge operational costs.' The company also offers an outsourcing service for Eclipse.

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FOYLE BUILDS ON PUBLIC SECTOR PROFILE

By Paul Golden

A software firm founded in Derry less than two years ago has carved a lucrative niche in the areas of work process management and data quality. Its strategy of going to market as a sub-contractor with system integrators such as BT, Fujitsu and HP has allowed Foyle Technologies to win business on both sides of the border.

Foyle Technologies emerged from the ashes of The Data Warehouse Practice (TDWP) in October 2003 to capitalise on the potential of two software products - Matchsoft and Commix Framework - which it acquired when the previous owner ceased trading.

'As business development manager for TDWP I had identified potential business with both BT Northern Ireland (BTNI) and HP,' recalled founder and managing director Terry Kavanagh. 'Foyle Technologies was established to develop the opportunities presented by our ownership of the IPR of these products.'

Commix Framework gives Foyle Technologies the ability to build work process management applications such as Checkplan (an online service used by contractors to locate underground pipes and cabling belonging to BT Northern Ireland) and other case management type applications. Matchsoft is a data quality improvement suite of modules used to match, cleanse and enhance customer record data within multiple data sources.

Having worked in BTNI for 30 years and with experience of project management in both ICL and Compaq, Kavanagh had plenty of contacts in the IT and public sectors in Northern Ireland. He leveraged this background to build and implement Checkplan for BTNI and to win work with Dublin City Council (via technology partner IMGS) and BT Syntegra. All software development is conducted in-house.

'Through IMGS we have completed work with in Dublin City and Westmeath councils,' said Kavanagh. 'With Commix Framework/Matchsoft technologies we have adopted the strategy of going to market as a sub-contractor with larger system integrators. This is because our usefulness is in the area of large corporate database quality improvement projects and in general the larger companies win the long term service management engagements that lead to this type of work.'

The only exception to this approach is Checkplan, where the Commix Framework suite was used to create an application/case management environment to automate a specific work process.

Foyle Technologies has five employees (including two Java developers) and is privately held. Its managing director says future expansion will come from organic growth and that rather than diversify, the company has consolidated its technology by incorporating Matchsoft into the Commix Framework to produce a data quality improvement capability that can operate in both real-time and batch mode.

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ENDPOINT SECURITY EMERGES AS A KEY AREA TO MITIGATE THREATS

By Jim Slaby

The endpoint security policy enforcement market is emerging as one of the most important growth areas of enterprise IT security investment. The tendency of remote endpoints to introduce security threats behind an enterprise's network security perimeter in certain situations has given rise to a wealth of solutions that audit the security status of an endpoint before it connects to the network.

The growth in remote endpoints is contributing to worms, viruses, authentication and other malicious security problems. Non-mobile desktops that never leave a hardened enterprise network perimeter get regular security care: IT can easily and routinely apply patches to desktop operating systems and packaged applications to close known software vulnerabilities, distribute updates to AV and anti-spyware signature files, update server or desktop anti-spam software, maintain and monitor desktop, server and network-based intrusion prevention systems and audit and enforce application and network policy.

By contrast, remote endpoints don't operate with this continuous policy enforcement and security maintenance - many are not protected by endpoint security measures beyond anti-virus and personal firewall software.

These devices move into and out of the protection and control of security policy management, security infrastructure update mechanisms and other threat management infrastructure.

Not implementing a robust endpoint security solution engenders two threats. First, remote endpoints face greater exposure to the growing array of malware attacks. Second - and far worse - these endpoints eventually reconnect to the enterprise network behind the perimeter firewalls and other security systems that protect against external attacks, providing an easy threat vector for viruses, worms and other attacks.

Rogue endpoints are of particular concern, given their accessibility to LAN devices once connected. This presents the same problem as stated above, where these endpoints then have access behind the perimeter firewalls that prevent outside attacks, but cannot adequately protect against attacks sourced from the inside.

Other drivers for remote endpoint security hardening include the growing population of remote users, platforms and access technologies associated with web applications. Enterprises must now extend web application access to an ever more mobile and distributed employee base and across their supply chains to customers, partners and suppliers.

Operating system, packaged application and browser complexity has increased enormously, creating more opportunities for malware exploits and accordingly, more frequent and more expensive patches to address those vulnerabilities. The arrival of fast-moving threats such as the Slammer worm has highlighted the need to complement signature-based security technologies with behavioural counterparts that can better respond to day-zero threats.

The endpoint threat mitigation market (including AV, anti-spyware, personal firewall and desktop HIP product categories) will consolidate over the next few years. Every major security vendor is working to first fill holes in its endpoint security suites and then reduce the number of endpoint products that must be installed, monitored, managed and maintained. Standalone security product vendors are jockeying for their own position on the endpoint and also for consideration of acquisition by the giant security and network infrastructure vendors.

Day-zero attacks and other threats such as spyware that are difficult or impossible to address with signature-based products are lending momentum to behavioural endpoint security products. These products seek to identify potential security threats by tracking expected application and network behaviours and blocking activities that appear anomalous, as opposed to matching the signatures of and blocking known malware.

This shift will push enterprises to migrate signature-based protections to the network perimeter or the carrier cloud, reducing the value of endpoint enforcement solutions that simply validate the presence and currency of signature-based protection products.

Fuelled by the same desire for simplicity, cost control and ease of management that is driving the consolidation of the endpoint threat mitigation market, end users will demand similar consolidation of endpoint control and management agents associated with centralised patch, vulnerability, configuration and enterprise management systems.

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WHAT'S HAPPENING? - IRELAND

DIGIWEB - Broadband provider Digiweb has announced that the company will double staff numbers to 120 before the end of 2005 and is opening new offices in Dublin and Limerick immediately to support its ongoing expansion. The new Dublin office is located in Citywest Business Park and will support the Company's looming launch into the Dublin market. The new recruitment drive will staff the Dublin and Limerick offices, and add to the team at Digiweb's existing Dundalk and Waterford locations.

WATERFORD INSTITUTE OF TECHNOLOGY - The Telecommunication Software & Systems Group at Waterford Institute of Technology has just been awarded a European grant of EUR 1.1 million to help set up a small technology company. This new company, will provide billing services to client companies creating invoices for businesses both in Ireland and abroad. The service will be targeted at the new smaller communications providers, and the digital media companies building a market around providing content on mobile phones. At the moment a major problem for these new companies is the ability to bill for the delivery of their products and services. So, building on the results of a research team at the TSSG, which was originally funded by the Enterprise Ireland Innovation Partnerships scheme, a new ASP billing solution will be launched internationally. It is expected that the new company will be set up and begin operation by early 2006.

SCIENCE FOUNDATION IRELAND - Micheál Martin, Minister for Enterprise, Trade and Employment HAS announced a new Science Foundation Ireland (SFI) Mathematics Research Initiative. The aim of the Mathematics Initiative is to support excellent mathematics research that has a potential impact on enterprise, industry, science, engineering as well as improving mathematics education. The budget for the programme is EUR 10 million over the next five years. Researchers in all fields of mathematics are encouraged to respond to this call for applications, which is open to all permanent academic staff employed by third level institutions in Ireland. SFI expects to award one or two five year grants. The maximum annual award would be approximately EUR 1 million. The application process will be run in two phases and full details are available on the SFI website - www.sfi.ie

COMPLETE NETWORK TECHNOLOGY - Complete Network Technology has partnered with e-net to deliver gigabyte speed networks to its business customers within Cork City. According to Kevin Murphy, managing director of Complete Networks, 'Through this agreement we can significantly improve the connectivity and speed of our client networks nationwide.' Additionally Complete Networks has developed a MAN interconnect with backhaul speeds from 10 Mb to 100 Mb and even Gb to improve interconnectivity between multiple business site locations. The leasing arrangement between Complete Networks and e-net also extends from

operation continued to perform well after adding 972,000 new customers to take its US total client base to 19.2 million. T-Mobile also added more than 620,000 new users in Germany.

IBM - IBM is expanding its WebSphere Extended Deployment (XD) add-on to handle more kinds of workloads, and on more platforms. When introduced with WebSphere 5.1 last year, it could only handle transaction processing workloads on 32-bit Windows, Linux, AIX, and Solaris platforms. The new version, part of the WebSphere 6.0 release, adds support of long-running workloads such as batch processing or high performance computing. With 6.0, these workloads could be run alongside transaction processing, with priority driven by preset policies. And they could also be run on 64-bit platforms, and also on HP-UX and Linux on zSeries. Other capabilities introduced with the 6.0 version include 'application edition management,' which allows different versions of various applications to be gradually rolled out in parallel, or to coexist on one or more instances of WebSphere. Additionally, WebSphere XD 6.0 adds object caching, where frequently used data items can be cached on the appserver. WebSphere XD is a grid processing bolt-on that can be added to the core appserver or to WebSphere's specialized editions such as WebSphere Business Integration or WebSphere Portal.

INTEL - Intel said its chief executive Paul Otellini would unveil a new semiconductor architecture later this month at a company conference in San Francisco. Apparently, it will support technology, such as virtualization, manageability and security. New processors built on the architecture would start to appear by the second half of 2006 and the architecture would enable new form factors for both processors and systems.

Otellini is expected to talk up the architecture during his August 23 keynote. The CEO, who took Intel's reins earlier this year, also would detail mobile and enterprise multi-core product roadmaps.

NOVELL - Novell has updated its Open Enterprise Server hybrid NetWare/Linux operating system to make it easier for users to migrate to Linux. The release of OES Support Pack 1 at the end of August will enable the company to deliver improved migration capabilities to make it easier for NetWare users - as well as Microsoft Windows users, according to Novell - to move to Linux. Among the improvements is the fact that Server Consolidation Utility and NetWare Migration Wizard have been combined into a single launch interface to automate the launch of migration utilities based on a user's requirements, and a drag-and-drop interface that enables administrators to model the migration prior to execution. OES SP1 will also include performance improvements to Novell Storage Services on Linux, and version 3.0 of Novell iFolder for file sharing and personal file backup, full support for Novell Cluster Services, and SUSE Linux Enterprise Server 9 Service Pack 2. In addition, the new version will include the Novell Client for Linux, delivering secure authentication, login script support, eDirectory authentication, NCP support, access to services and applications, and drive-mapping on a Linux desktop.

DELL - Dell was overly aggressive in chasing higher market share during the past quarter and its lower product prices hurt revenue, executives said last week. However, the company's market-gobbling strategy, though poorly executed in recent months, would serve it well in the long run, particularly in markets outside the US, chief executive Kevin Rollins said on a conference call. Even though Rollins said the company 'mis-executed' its strategy on gaining volume from lower prices, revenue climbed 15 per cent to USD 13.4 billion during the quarter. This fell short of analysts' expectations of USD 14.6 billion. Thanks, in part, to strong services revenue in the quarter, profit grew 28 per cent to USD 1.02 billion from a year ago. In recent months, the world's No. 1 PC maker had cut some of its notebook prices to below USD 600 in order to snatch market share from chief rival Hewlett-Packard Co and others. The company priced aggressively across its market segments, Rollins said. Dell's lower prices were not in response to an exasperated industry-pricing problem, according to Rollins, who said the industry's pricing pressures remained at roughly the same level they had been for the past couple of years. Rollins stressed several times throughout the call that the company's misstep was not the result of pricing pressure from HP or others. 'We essentially left money on the table and that's where we'll get back in line,' he said. 'We got too aggressive and passed the elasticity mark.' The company's lower prices,

however, were somewhat offset by enterprises and consumers continuing to transition from desktop to higher-margin notebook PCs.

Non-US revenue grew from 34 per cent to 39 per cent year-over-year, with Asia Pacific and Japan leading the growth. The company's sales in Europe grew 21 per cent, trailed by 12 per cent in the Americas, said CFO. Sales of Dell software and peripherals, which includes printers and displays, blew past the USD 2 billion mark for the first time.

SUN - Sun and virtualization software expert VMware have announced a partnership that will see the two companies sell and support each other's products. While VMware's Workstation virtualization for X86-based PCs and workstations and its GSX Server and ESX Server partitioning software for servers have run Solaris variants for the X86 and X64 platforms there was no official support from either VMware or Sun. Without support from either vendors, corporate data centers are understandably loathe to take a risk on something so central as an operating system or a virtual machine partitioning environment that supports those operating systems. But, says Graham Lovell, senior director of X64 server marketing at Sun, with Sun making headway in the X64 server market and many of Sun's customers (particularly in the financial services sector) having already standardized on VMware's virtualization products, the two had to formalize support. With this agreement, Sun will be able to sell GSX Server, which puts multiple guest operating systems inside a host operating system, and ESX Server, which puts a hypervisor down on bare-metal iron and creates VMs that support multiple operating systems side-by-side on the same server. GSX Server has been certified to run Solaris 10 as a guest operating system and it is in the process of being qualified as a host platform. Solaris 8 had an X86 version and will technically run on either GSX Server or ESX Server, but this is not something Sun is expecting customers to do. Sun has certified these programs to run on its Opteron-based V20z and V40z servers, but any machines that have been certified to run the VMware software will technically support Solaris 10. Under the agreement, Sun can resell any and all of VMware's software, and is able to resell VMware's services as well. And VMware will be packaging Solaris 10 in the pre-configured, 'shrink-wrap' virtual machines that the company launched a few months ago.

LENOVO - The Chinese company that bought IBM's personal computer business for USD 1.75 billion on May 1, Lenovo Group, yesterday posted a six per cent profit jump and more than tripled its revenues from a year ago. Lenovo said IBM's former PC unit was now profitable. The IBM unit previously lost money from 2001 through mid-2004, which roughly when IBM stopped reporting quarterly revenues for the group. Lenovo chief executive Steve Ward, who joined the company from IBM, outlined an aggressive growth strategy for the combined company's notebook and emerging markets segment. And while he said IBM had lost some business as a result of the acquisition, revenue overall was better than he had expected. Lenovo had grown the old IBM business five per cent since it was acquired, Ward said. The IBM piece helped Lenovo grow profit to USD 45.8 million and revenue to USD 2.5 billion. Already, Lenovo has seen about USD 1.2m in savings from the integration of IBM's former unit into its operations, said CFO Mary Ma on a conference call. 'But, of course, we plan to reinvest the synergy into the marketing and products,' she said. Ward said about half of the major functions of the old IBM unit had been integrated into Lenovo during the quarter - procurement, marketing, finance, accounting, tax, treasury, legal and communications. At the start of July, the former IBM sales team and Lenovo team became a single operation and by year's end all sales teams would be fully integrated worldwide. The next phase of the company's growth plan is to increase its competitiveness through operations and branding. By the end of the year, Lenovo hopes to expand its product line from 60 per cent of electronics products available globally to 90 per cent. The company also expects supply chain advantages because of its predominant location in Asia where the vast majority of electronics components are made, while partnerships with Intel, Microsoft and Symantec would help spread the Lenovo brand outside of China, he said. He cited Microsoft chief Steve Ballmer recently announcing a new Lenovo tablet PC as an example. During the next three years, Ward said Lenovo would target China, India, Russia and Brazil, which make up more than half of the 28 million PC units that are expected to drive growth in emerging markets by 2009.

NOVELL - Novell is opening up the process whereby it develops its desktop and server implementations of Linux through the establishment of the openSUSE project. The project was announced at the LinuxWorld trade show in San Francisco, and openSUSE performs the same function for Novell as Red Hat's Fedora Project does for that rival of Novell's. It will get new features in front of die-hard Linux users and will eventually allow community development of the software that will be put into future enterprise Linux releases. While Novell says the project has been set up in response to customer demands it is also a shrewd business move - if SUSE wants to make money, the company knows that it needs to make its entry Linux free and easy to get, just like Fedora Core releases are over at Red Hat. Like Red Hat with Fedora and Sun Microsystems Inc with its open source OpenSolaris and freeware Solaris 10 downloads, Novell is gambling that it can quickly build a vast installed base of enthusiasts who would not pay for SUSE Linux Professional and who do not want to root around on the Novell site get find source code and bug fixes. The openSUSE release does not replace SUSE Linux, which is the new name for what used to be called SUSE Linux Professional. Rather, openSUSE is the process by which SUSE Linux is going to be created.

OFCOM - UK communications watchdog Ofcom said it plans to make ultra high frequency spectrum available for RFID equipment and that users would not be required to hold a wireless telegraphy license. Essentially, that means companies could use RFID equipment in the new 865MHz to 868MHz spectrum without having to pay for it. While a number of frequency bands already are open to RFID in the UK, the ultra high frequency range supports much higher rates of data transfer. In June, major UK retailer and RFID user Tesco reportedly said regulations on ultra high frequency spectrum had hindered its RFID progress. Ofcom is now moving to remove that roadblock.

BUSINESS OBJECTS - Business Objects has ported its new BusinessObjects XI business intelligence (BI) platform to two of the leading Linux operating systems - Red Hat Enterprise Linux and Novell's SUSE Enterprise Server platforms. Business Objects has also included special guided installation and web-based management tools to ease deployment on Linux. Officials say the move is prompted by the increased adoption of Linux-based applications by its customers. The Linux support was also endorsed by Business Objects' channel partners. The announcement coincided with the LinuxWorld conference in San Francisco last week.

HEWLETT-PACKARD - To help nudge Linux and open source software further into the enterprise, a vice president at Hewlett-Packard last week called on rivals IBM and Sun Microsystems to invalidate their open-source software licenses in favor of a free licensing model. During his keynote at the LinuxWorld Conference in San Francisco, HP's vice president of open source and NonStop Enterprise Martin Fink commended the Open Source Initiative on setting up new rules to limit the growth of open-source licenses. Fink also congratulated Intel for being the first company to 'openly and proactively' deprecate the open-source license it had created. He urged others to 'stop the proliferation of open-source islands' in the form of licenses, 'because if we didn't do that then we would be in a situation where we have a bunch of open-source products that can't talk to each other and can't share - and sharing is the foundation of what makes open source works,' Fink said. He asked IBM to deprecate its open-source license and instead put it under the General Public License. Fink also called on Sun Microsystems to deprecate its Common Development and Distribution License (CDDL), which applies to OpenSolaris, GlassFish and JWSDP, and to re-license Solaris 10 under the General Public License.

RED HAT - Red Hat has teamed up with Hewlett-Packard to come up with an all-in-one Linux and management bundle for HP's BladeSystem server while the two companies are also working together on a high-availability Linux system. The bundle brings together Red Hat's Enterprise Linux operating systems and Red Hat Network management technologies with HP's BladeSystem servers and Integration Toolkit for Red Hat Network. The bundle will make it easier to deploy and manage Red Hat Enterprise Linux on blade servers, and also solves a problem Red Hat has faced since it converted its basic Red Hat Linux distribution into the unsupported Fedora project. That move opened up the Fedora development to a wider community but also presented large volume blade and rack server users - such as hosting providers and web-based businesses - with something of a dilemma. They wanted the support that came with Red Hat

Enterprise Linux, but did not necessarily want to pay the price. The two companies are also working together to deliver an availability system for Linux clusters on HP ProLiant servers that makes use of HP's ServiceGuard for Linux and Red Hat's Global File System, GFS.

OPEN SOURCE BUSINESS INTELLIGENCE - Epiphany, which recently announced that it was being taken over by SSA Global Technologies, has certified its analytic-CRM suite for JBoss's open source Application Server. JBoss joins Epiphany's support for commercial application servers like BEA WebLogic and IBM WebSphere. In a separate announcement, Actuate's commercial version of the open source BIRT (Business Intelligence Reporting Tools) reporting code has been 'network-certified' by MySQL. This means that Actuate BIRT will become a 'recommended' reporting and analysis component of MySQL's 'Data Warehouse Scale-Out Solution Set'. MySQL is part of the LAMP (Linux, Apache, MySQL, and PHP/Perl/Python) open source stack of technologies.

INTEL - Intel revealed in regulatory filings that Korean antitrust officials were probing its rebate and marketing deals with PC manufacturers in the country. In its quarterly report filed with the US Securities and Exchange Commission, the company said it had received an enquiry in June from the Korea Fair Trade Commission requesting documents from Intel's Korean subsidiary relating to programs Intel entered into with Korean PC makers. Also mentioned in the filing were antitrust complaints from chief rival Advanced Micro Devices, also initiated in June, alleging that Intel and its Japanese subsidiary acted illegally with secret and discriminatory discounts and rebates. Intel has denied the accusations. Intel also is part of an ongoing investigation by the European Commission that Intel used unfair business practices to persuade customers to buy its microprocessors, which the company also mentioned in its latest SEC filing. The Korean probe is a non-public enquiry, which is why Intel did not previously disclose it to the public.

BT - Corporate clients are increasingly outsourcing their mobile network access and devices, according to BT Global Services. The IT and network services arm of BT said that around 25 per cent of its network outsourcing contracts won in its most recent financial quarter involved running the client's mobile as well as their fixed line networks. The cost pressure is greatest on multinational companies particularly those with a globetrotting workforce such as big consulting firms, which incur high roaming charges. Roaming can account for as much as 40 per cent of some multinationals' mobile bills, BT claimed.

SYMANTEC - Symantec has updated its Veritas Foundation Suite software to fully cover the latest versions of Linux running on 64-bit as well as 32-bit processors. Red Hat 4.0 and Suse Linux 9 based on Linux kernel 2.6 and running on Intel's Itanium and Xeon EM64T, and AMD's Opteron 64-bit chips are now supported by versions 4.1 of Veritas Storage Foundation, Storage Foundation for Oracle RAC, Storage Foundation Cluster File System, Storage Foundation for Databases, Volume Replicator and Cluster Server. The new software also supports Oracle 10g, Oracle 10g with Real Application Clusters - RAC - and DB2 databases running on Linux.

STERIA - Steria has announced Q2 sales of EUR 305.3 million, a 24 per cent net increase on last year and nine per cent organic (these results include Mummert Consulting in Germany for the first time). This brings H1 sales to EUR 583.6 million, a 20.7 per cent net growth on the same period last year and six per cent organic. France headed the company's growth with 9.8 per cent organic growth on last year. Outsourcing grew by 4.3 per cent organically in H1 2005, while systems and integration grew organically by 7.3 per cent. Steria said that its operating margin in H1 05 has improved on last year, though it did not give the number in its statement. It confirmed that it is still aiming at above seven per cent by 2006. Steria recorded strong growth in its consulting and systems integration arm, where the growth rate made a spectacular jump from 1.3 per cent in Q1 to 13 per cent in Q2.

CSC - Computer Sciences Corporation (CSC) reported an 8.6 per cent increase in revenue for its fiscal 2006 first quarter, led by growth in its global commercial and US federal government businesses. For the quarter ended July 1, 2005 revenue was USD 3.58 billion, up 8.6 per cent over last year's comparable quarter, or approximately seven per cent in constant currency. Net earnings per share (diluted) from continuing operations were 58 cents, up 18 per cent. Net income was USD 131.6 million, including USD 22.9 million from the gain on sale of discontinued

operations. Recent large outsourcing contract wins, primarily in North America and Europe, were significant contributors to the growth reported by the company. Additionally, CSC's North American consulting and systems integration business showed solid revenue improvements, both year-over-year and sequentially. Global commercial revenue also benefited from favourable currency movements. Revenue derived from shorter-term consulting and systems integration services in North America showed growth year-over-year and sequentially, according to the company. CSC said demand in Europe for similar shorter-term services continues to be mixed, varying by country. CSC said that effective February 28, 2006 the company will no longer provide certain information technology services to Nortel Networks and currently anticipates incurring a special impairment charge with an insignificant cash component. In a separate story, the company has promised private sector union Amicus it will retrain up to 10,000 UK staff when it moves work offshore. The agreement comes as part of a deal in which the two organisations will use cost savings generated by the move to develop staff careers. The move could see techies in the company retrained in management roles. Amicus has said the deal is significant because no other union has reached such a sizeable deal with a US firm.

FORRESTER - Business intelligence (BI) is among the highest IT priorities for CIOs as they seek ways to leverage the data many shops have assembled over the last two decades. In fact, BI is the second-highest spending priority for CIOs today, after security, according to Forrester. Sales for BI reporting and analysis tools grew past USD 5.5 billion in 2004, up from USD 5.3 billion in 2003, according to Forrester. BI spending for 2005 is on track to reach USD6 billion and predicted to reach USD 7.3 billion in 2008. Total cost of ownership is the biggest selection criteria for companies choosing BI tools, rated as 'highly important' by 67 per cent of the 490 respondents in the Forrester report.

COMPUTER ASSOCIATES - Computer Associates has launched its Worldwide Internet Service Provider (ISP) Partner Program, providing its eTrust security software to ISPs around the globe. Operating in North America since 2003, the program is being rolled out worldwide. For more information on CA's ISP Partner Program, visit <http://ca.com/isp>.

QUEST SOFTWARE - Quest Software has reported Q2 financial results. Total revenues increased 16 per cent year-over-year to USD 107.1 million compared to last year's second quarter revenue of USD 92.1 million. Total revenues for the first six months of 2005 were USD 210.5 million compared to USD 174.7 million for the same period in 2004. Revenue for Q3, after taking the impact of the company's recent acquisitions into account, is expected to be in the range of USD 111.0 million to USD 114.0 million. Annual revenue is expected to be in the range of USD 452 million to USD 467 million.

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IT's IN A PRESS RELEASE (8 - 14 August)

These weekly sets of headlines build up to a comprehensive record of it developments in Ireland for readers who archive their back issues. Use the web links to read the original text. If the URL is long, remember to remove any paragraph breaks before you try to access the site. URLs are absent where the press release is not posted on the company's website.

12.8.05

Complete Network Technology PR - Provides Gigabyte Speed to Cork's Business Community

12.8.05

Nokia powers Vodafone New Zealand's 3G network

http://press.nokia.com/PR/200508/1006116_5.html

11.8.05
Europe's Largest Supercomputer to run on Novell SUSE LINUX Enterprise Server 9

11.8.05
IT companies from across Europe, Middle East & Africa converge on Barcelona for Novell's annual Partner Summit at BrainShare 2005

11.8.05
East Dunbartonshire Council selects Lagan to help deliver Modernising Government agenda

10.8.05
Oracle Named Market Share Leader in Business Analytics Software by Market Research Firm
http://www.oracle.com/database/feature_db_idcanalytics.html

10.8.05
New Dell servers with dual core technology deliver dramatic performance increases

9.8.05
EMC announces management solution for digital surveillance data
http://www.emc.com/news/emc_releases/showRelease.jsp?id=3132&l=en&c=US

9.8.05
Dublin plays host to IBM's Extreme Blue program in September 2005

8.8.05
Sony Ericsson launches new addition to Walkman mobile phone family

8.8.05
Xerox 4110 copier/printer earns five-star rating from leading independent test lab

8.8.05
VMware with AMD, Dell, HP, IBM, Intel, Novell, Red Hat and Others to Forge Open Virtualisation Standards
http://www.vmware.com/news/releases/community_source.html

8.8.05
Dell Sets 50 Percent Increase Goal for Recovery of Used Computer Equipment

8.8.05
Nokia introduces mobile search to its smartphones
http://press.nokia.com/PR/200508/1005286_5.html

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IT'S IN THE DIARY (22 August - 7 December)

22 August - Reducing the Security Overhead. This Computer Associates (CA) briefing will provide an overview of the challenges faced by growing and complex security environments and offer practical suggestions from a technology and process standpoint of how to deal with them. Through a mixture of presentations, demonstrations, real-life case studies and open discussions, attendees will learn how to reduce the overheads that managing enterprise-wide security produces. This briefing is aimed at those responsible for meeting the security requirements of compliance, regulatory and company initiatives. Those with roles in security, governance and compliance will find it useful.

Venue - Computer Associates HQ, Embassy House, Ballsbridge, Dublin 4

Contact - http://www.ca.com/uk/events/IT_Management_Briefings/security.htm / Aisling (01) 6077336

23 - 26 August - Effective Object-Oriented Design. This course will teach you how to design high quality OO solutions using Test Driven Development (TDD), refactoring and patterns. The course is lab based, with every new concept backed up by a comprehensive set of exercises that allow you to validate your understanding of the material. Participants will work in pairs.

Venue: CSE

Contact http://www.cse.dcu.ie/cse_www/events/ood.html / Pamela Keogh (01) 7005750 .
events@cse.dcu.ie

25 August - REACH programme briefing. This briefing gives an overview of the Rapidly Enabling and Accelerating Change (REACH) Programme, which is a training and mentoring programme specifically designed to help organisations to improve their management of software development. The programme is based on the CMMI and consists of nine one-day workshops over a six-month period, commencing September 2005. Each workshop will address a key area of process improvement and also individual mentoring to assist each participating organisation in the actual implementation of a successful process improvement programme.

Venue - CSE

Contact - Pamela (01) 7005750 / pamela@cse.dcu.ie

28 August - 18 October - A programme consisting of 5 workshops and supported by company visits on "Creating an Early Innovation Environment" is commencing on 28 August and ending on 18 October 2005. The cost of company participation in the programme is EUR 1,200. Certain companies may avail of grant aid towards that cost. Each participating company is encouraged to initiate an innovation during the programme. This endeavour will be supported to foster its development.

Contact - <http://www.nbsl.ie/page6.html>

29 August - Enterprise Project Management - The Business Benefits

Venue - Berkley Court Hotel, Dublin.

Cost - EUR 395

Contact - http://www.trigraphps.com/trigraph/Main/Briefings_EPM.htm

30 August - Computer Forensics

Venue - Stephens Green Hotel, Dublin.

Cost - EUR 395

Contact - http://www.trigraphps.com/trigraph/Main/Briefings_Forensics.htm

31 August - Ethical Hacking

Cost - EUR 395

Contact - http://www.trigraphps.com/trigraph/Main/Briefings_Ethical_Hacking.htm

31 August - IT Security Certification - Intro to ISO 17799

Cost - EUR 395

Contact - http://www.trigraphps.com/trigraph/Main/Briefings_ISO_17799.htm

31 August - Software Project Management Training Programme Briefing. This briefing gives an overview of the Software Project Management Training Programme, which consists of twelve one-day workshops over a six-month period, commencing end October 2005. The programme provides comprehensive and state-of-the-art coverage of software project management.

Venue - CSE

Contact - http://www.cse.dcu.ie/cse_www/project_management.htm / Pamela Keogh (01) 7005750
/ events@cse.dcu.ie

5 September - Fundamentals of Networking

Venue - Stephens Green Hotel, Dublin.

Cost - EUR 975

Contact - http://www.trigraphps.com/trigraph/Main/Briefings_NW_Fundamentals.htm

6 September - Changing the way you buy storage. Attendees at this Computer Associates (CA) morning briefing will learn how mounting pressures in cost and volume of storage solutions are leading to problems and risks in managing data. Through a mixture of presentations, demonstrations, real-life case studies and open discussion, attendees will learn how to satisfy more of their storage strategy for their budget. This event is aimed at those who wish to re-examine how they budget and pay for storage capabilities, with a view to being able to provide more flexible options at a lower cost.

Venue - Computer Associates HQ, Embassy House, Ballsbridge, Dublin 4

Contact - http://www.ca.com/uk/events/IT_Management_Briefings/storage.htm / Aisling (01) 6077336

8 September - Enabling a business-aligned service desk. Attendees to this Computer Associates (CA) briefing will learn how to extend the value that the service desk can bring to the organisation - at both a business productivity and IT efficiency level. Through a mixture of presentations, demonstrations, real-life case studies and open discussions, attendees will find out how to derive tangible benefits from new or existing service desk initiatives. This session is aimed at those responsible for supporting the delivery of service to the business and who may be looking to exchange or advance their service desk environment.

Venue - Computer Associates HQ, Embassy House, Ballsbridge, Dublin 4

Contact - http://www.ca.com/uk/events/IT_Management_Briefings/service.htm / Aisling (01) 6077336

13 September - Guaranteeing J2EE Performance In the Pre-Production Lifecycle. The morning seminar will look at common causes of performance degradation in Java and J2EE applications and will address strategies to find and fix problems throughout the application lifecycle.

Venue - Guinness Storehouse, St. James's Gate, Dublin 8

Contact - www.quest.com/J2EEperformance

13 September - Guaranteeing J2EE Performance In Production. By attending this afternoon seminar, you will gain an appreciation of how to ensure that your J2EE application performs well in production enabling you to deliver against SLAs and provide a seamless experience for end users.

Venue - Guinness Storehouse, St. James's Gate, Dublin 8

Contact - www.quest.com/J2EEperformance

14 September - SQL Server 2000 - Fast and Simple. Learn how Quest's 'Best of TechEd EMEA 2005' Award winning tools complement native SQL Server tools and can help you achieve peak Database and Application Performance on SQL Server.

Venue - Guinness Storehouse, St. James's Gate, Dublin 8

Contact - www.quest.com/sqlsvr

14 September - Managing the complexities of the Database Application Lifecycle. By attending this seminar, delegates will be introduced to Quest Software's complete Application Lifecycle solution for Databases, enabling businesses to become better equipped to deliver 'fit-for-purpose' applications to market and meet stakeholder expectations.

Venue - Guinness Storehouse, St. James's Gate, Dublin 8

Contact - <http://www.quest.com/events/ListDetails.aspx?ContentID=1993>

15 September - Active Directory - The Next Level. In this half-day session, you will receive Quest's field-tested and proven, step-by-step methodologies and product demonstrations that will enable you to make the most of your investment in Active Directory.

Venue - Guinness Storehouse, St. James's Gate, Dublin 8
Contact - <http://www.quest.com/events/ListDetails.aspx?ContentID=1790>

4-6 October - ISEB - Foundation Certificate in Software Testing. This 3 day course, designed to introduce testing concepts, methods and best practices, will provide you with the knowledge and expertise to sit the Information Systems Examination Board (ISEB) exam for the Foundation Certificate in Software Testing.

Venue - CSE

Cost - EUR 1400 (Non-refundable deposit EUR 200 to cover examination fees)

Contact - http://www.cse.dcu.ie/cse_www/events/iseb.html

October - Do you have insights into what's coming down the tracks in areas such as software development, networking, service management, security and telecommunications? What are the major issues that end-user organisations will have to face in these (or related) areas over coming years? What should these organisations be doing now to ensure that they are best positioned to exploit emerging IT trends? How will these issues need to be addressed by software development organisations and IT service providers?

We would love to hear about your views in the Industry Track of IT&T 2005. Just send us the bones of a 25-minute presentation (compatible with MS Powerpoint) containing your outlook for any IT area of your choosing that organisations should now be putting on their planning radar screens. If our Industry Track Committee likes your presentation then you will be invited to present at our conference in Cork in October.

Contact - www.itconference.com

12 October - 7 December - ISEB Practitioner Certificate Course. The ISEB Practitioner Certificate Course in Software Testing will be run at the Centre for Software Engineering at the end of 2005. This is a 10 day event consisting of nine training days, run over three modules, each which will run for three days and one day for the exam.

The following are the relevant dates:

Training Module 1: 12-14 October

Training Module 2: 9-11 November

Training Module 3: 30 November, 1-2 December

Exam Date: 7 December

Venue - CSE

Contact - <http://www.bcs.org.uk/iseb> / Pamela (01) 7005750 / pamela@cse.dcu.ie /

http://www.cse.dcu.ie/cse_www/events/ISEB%20Practitioner%20Certificate.pdf

26 - 27 October - Fifth Annual IT&T Conference - 'Information Infrastructures- Systems, Architectures and Content'. In addition to the usual call for Research Papers there is an Industry Track to the conference, which will seek contributions from a broad range of constituencies.

Papers are invited on a number of topics related to these two strands. The conference is being organized by TecNet, a 3rd level research network (www.tecnet.ie) in association with the CSSN.

Venue - National Maritime College, Cork Institute of Technology.

Contact - www.itconference.com

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Che Golden
IT's Monday
17 Bellevue Avenue
Glenageary
Co. Dublin
Ireland
E-mail che@itsmonday.ie
Phone +353 1 2353350
Phone (mobile) +353 86 8153051