

FERRIS MESSAGING ANALYZER

analysis and practical insight for messaging professionals

APRIL, 1996

News Digest: April 1996

Highlights

Microsoft's Exchange Server and Exchange Client were released. Many vendors made accompanying announcements.

cc:Mail v6 will ship by the end of May. This includes 24x7 operation, on-the-fly message store backup & reorganization; new pricing of \$55 estimated retail price includes forms, and group scheduling.

Lotus/SoftSwitch announced *MessageView*. This SNMP based management tool runs within HP's OpenMail, and supports a MADMAN mib and cross-environment message tracking. Tracking is especially nice.

HP said it would enhance OpenMail so users will easily connect to Internet nets groups, so Internet users will be able to access the OpenMail message store, replicated folders, and directory.

Even more vendors said they would support the LDAP protocol for directory access. Confusingly, Netscape tried to to claim credit.

Digest

- April 1 *Frontier Technologies' Intranet Genie* includes NT-based Web server, Web browser, Web administration & authoring tools, secure e-mail. Frontier Technologies claims following major strengths: 1) hititlerformance Web server; 2) "CyberSearch" provides Verity-based string searches; 3) Single suite of integrated Web tools; 4) Partnering with firewall vendors to enhance security. "Intranet Genie" will be available 2Q96. Ann M. Krause, Frontier Technologies, +1 520 797 0583, Ann@Frontiertech.com
- Frontier Technologies* said *CyberSearch v2.0* is now shipping. CD-ROM search service now optimized for 32-bit Window 95, NT operations, and is browser-independent. Ann Krause, Frontier Technologies, +1 520 797 0583
- Popular group scheduling package *Meeting Maker v3.5* now available. Now supports 32-bit Unix server, SMTP, TCP/IP, NetBIOS for OS/2 Apple

MessagePad, Newton v2.0 OS, improved administration. John Rizzi, ON Technology, +1 617 374 1400, jrizzi@on.com

April 2 *Microsoft Exchange Server has become available*, said Microsoft. Provides rich message store, replicated folders, proprietary directory, plus choice of proprietary, X.400, or SMTP transport. Expect shrink-wrapped product availability from retail outlets over next 2 to 8 weeks. *See also Ferris Research Fast Response Bulletin B96041*

Ultimus, a workflow software developer, announced a 32-bit version of its *graphical workflow software which works with Microsoft Exchange Server, Microsoft BackOffice, and SQL databases*. Rashid Khan, Ultimus, +1 919 233 7331, www.ultimusl.com

C2C Systems announced *Faxination*, a *high performance scalable fax server for Microsoft Exchange Server*. Anne Johnston, C2C Systems, +44 1734 511211, annej@c2c.co.uk

Fulcrum FIND for Microsoft Exchange Server was announced, allows users to search quickly through large volumes of MS Exchange server info. Sophie Spyropoulos, Fulcrum, +44 181 332 7022, sophie@gbc.co.uk

Precis Link optimizes out-of-office support for MS Exchange over conventional and wireless links. Paragon Software, +44 1635 861111, paragon@parasoft.co.uk

FormFlow—leading e-forms routing package—now has version tightly integrated with MS Exchange, available 2Q96. Erin Hintz, Symantec, +1 416 446 8119, erinh@delrina.com

Attachmate's high-function *PROFS gateway for Exchange Server*, includes strong calendar integration, available now. Walter Conner, Attachmate, +1 206 649 6551, walterco@attachmate.com

Conferencing software for Exchange Server. New version of TeamTalk is tightly integrated with Exchange. Tom Moriarty, Trax Softworks, +1 310 649 5800, info@traxsoft.com

ON Technology announced *Da Vinci SMTP eMAIL*, has own POP3 message store, full function UI, now available. Steven Guthrie, ON Technology, +1 617 692 3106, sguthrie@on.com

Boldon James released *X.400 and X.500 MAPI service providers*, allow any Windows Exchange client to access X.400 message store and transport and X.500 directory. Tony Ennis, Boldon James, +44 1270 844 000

Baranof's MailCheck for MS Exchange, monitors end-to-end connectivity between Exchange and other messaging systems. Toni Silva, Baranof, +1 617 441 4000 x223, tsilva@neva.com

Novell's offering up to 50 *GroupWise client licenses plus server software plus the MS Mail migration utility free to MS Mail users*. Promotion on for 60 days. Brian Chapman, Novell, +1 801 228 5126, bchapman@novell.com

Lotus unveiled a *new imaging strategy for Notes v4*, and *Lotus Notes: Document Imaging*, its next generation of of imaging products. *Lotus Notes to IBM ImagePlus Connection* started shipping. No contact information available

GroupWise WorkFlow is a workflow authoring tool developed jointly with *FileNet*. Integrates tightly with GroupWise. No availability date given. Brian Chapman, Novell, +1 801 228 5126, bchapman@novell.com

MCI Enterprise Network Solutions was announced; "combines single-source, integrated network products and services with new levels of interoperability and expertise in addressing complex business information and communications requirements". Alan Garratt, MCI, +1 914 934 6486, 3577174@mcimail.com

Frontier Technologies received LAN Magazine's *Product of the Year Award* in 2 categories: 1) *CyberSearch*, as best WWW search tool, and 2) *SuperTCP Suite 96*, as best TCP/IP suite. Ann M. Krauss, Frontier Technologies, +1 520 797 0583, Ann@Frontiertech.com

Ericsson's Virtual Office provides wireless and conventional connectivity, including email, fax, file transfer, database access, satisfying MAPI and ODBC compliant applications. Dana Jordan Cogan, Ericsson, +1 770 492 0373, dcoga@bmwpr.com

April 3 *Infonet Services' NOTICE Server program runs Exchange servers for you at their locations.* Pat Gale, Infonet Services, +1 310 335 2877, galep@infomail.infonet.com

AT&T & CompuServe said *WorldNet* customers would have access to *CompuServe* content. Joye Griffin, AT&T, +1 908 221 2338, analystinfo@attmail.com

Vedi/X provides automated EDI translation for many EDI standards, integrates with *MS Exchange*. EDIAble, +1 800 536 7696

April 4 *Daily Internet-related news feed.* Being launched by Web-based news magazine *Web Review* (<http://webreview.com>). Mark Jacobsen, +1 707 829 6520, markj@songline.com

April 8 *INSO's Q/sick View Plus now plug-in for Netscape Navigator v2.0.* Viewer now available. Harry Merkin, +1 617 753 6616, hem@inso.com

AT&T announced *Web server access to its 800 directory*, at www.tollfree.att.net. Various advertising options. Ralph Dobriner, AT&T, +1 908 221 4398, analystinfo@attmail.com

Cisco Systems will distribute BeyondMail SMTP as part of its *CiscoRemote Plus* connectivity software. Randall Sutherland, Cisco Systems, +1 408 526 8847, rsutherl@cisco.com

April 9 *MCI said it will offer a managed MS Exchange service, combined with integration services.* Alan Garratt, MCI, +1 914 934 6484, 3577174@mcimail.com

Visioneer's PaperPort Vx. New SCSI adapter speeds up scanning, frees serial ports. Eric Zetlin, Visioneer, +1 415 812 6483, eric_zetlin@visioneer.com

April 10 *SoftArc has a new partnership program for third-party developers.* Dallas Kachan, SoftArc, +1 905 415 7000, dallas@softarc.com

April 11 *NEXOR's HQ moved to Rutherford House, Highfields Science Park, Nottingham NG7 2PZ, England*

Collabra Share v2.2. New version of this leading group conferencing software gives better support for off-line/remote use, now available. Andrea Cook, Netscape, +1 415 937 6711, andreac@netscape.com

April 12 *PolyForm, a web forms construction kit, was announced by O'Reilly & Associates.* May release. See web pages at polyform.ora.com

Novell will offer half-day sales seminars promoting its Internet products. Karen Tamez, Novell, +1 408 577 7416, karen_tamez@novell.com

- April 15 **LinkAge Software announced *LinkAge Directory Exchange v3.0*. Interesting dir sync product uses Microsoft Exchange Server's directory as the master directory when integrating directories of different email systems. Paul Gravel, LinkAge, +1 613 594 9244, paulg@linkage.com**
ICL's 1500 Web Connector provides Web front end for X.500 searches, now available. Runs on HP/UX; NT & Solaris available later in 1996. Anne Prine, ICL, +1 714 855 5505, aprine@earthlink.net
Scitor to offer Ltous Notes public network services. Via WorldCom. Ann Zitterkopf, WorldCom, +44 1385 114464
- April 17 ***ON Technology Results*. 1Q96 had \$11.3 million revenues, \$742,000 net income. John M. Bogdan, ON Technology +1 617 692 3160**
Web Review online magazine compared *Web advertising effectiveness*, look at ad click and page click rates, not just giving the number of people exposed to the ad. Sara Winge, O'Reilly & Associates, +1 707 829 0515, sara@ora.com
- April 19 ***Frontier Technologies* said it will soon ship a 32-bit VxD NFS client for Windows NT. Ann Krause, Frontier Technologies, +1 520 797 0583, Ann@FrontierTech.com**
AT(.9.T Results. 1Q96 revenues of \$12.956 billion, net income of \$1.362 billion. Ralph Dobriner, +1 908 221 4398, analystinfo@attmail.com
- April 22 ***Netscape Directory Server*. Somewhat X.500-ish, supports LDAP, available 3Q96 on NT and major Unix platforms. +1 415 937 2555, home.netscape.com**
Coordinate.com said that *BeyondMail for SMTP and StreetTalk Switchboard* will support LDAP by the end of 1996. Laura Spear, Coordinate.com, +1 617 273 7041, lspear@coordinate.com
Coordinate.com and software.com said they would collaborate to bring powerful *directory services support* to software.com's Post.Office. Post.Office is an Internet mail MTA and message store sold to OEMs such as Netscape. Laura Spear, Coordinate.com, +1 617 273 7041, lspear@coordinate.com
TOPCALL's high end fax server will go on NT. Kevin Carver, TOPCALL, +1 610 688 2691
- April 23 ***SoftArc's Internet gateway for FirstClass*. Elegant SMTP/MIME, NNTP integration between FirstClass and Internet applications. Dallas Kachan, SoftArc, dallas@softarc.com**
- April 24 ***Lotus Components—small, task-focused software modules based on ActiveX technology—entered beta testing, scheduled for summer release. Adam Banker, Lotus, +1 617 693 0424, Adam_Banker@crd.lotus.com***
- April 25 ***Brooktrout results*. 1Q96 revenues \$10.2 million, \$1.2 net income. Bob Leahy, Brooktrout Technology, +1 617 449 4100 x426**
- April 26 **Price restructuring for *O'Reilly's WebSite Professional* (SRP \$499, down from \$1,499). Ellen Elias, O'Reilly, +1 707 829 0515, elias@ora.com**
***Corporate Time group scheduling*. New product claims strong support for remote users. Jean Scott, CS&T, +1 514 733 8500, jeans@cst.ca**
***New white papers from EMA*. Directory Attribute Mapping Guide, Groupware Implementation Guide, Planning Inter-Enterprise Electronic Messaging, X.400 Address Simplification Guide. George Thompson, EMA, +1 703 524 5550 x237**

- April 27 *Fenestrae's fax server for MS Exchange.* Now shipping, runs under NT. Karen Ward, Fenestrae, +1 770 446 2280
- April 28 *Baranof's Web Enabler for MailCheck.* Web browsers can now access information produced by this useful mail monitor. Toni Silva, Baranof, +1 617 441 4000 x223, tsilva@neva.com
- Memo/SMTP on NT* provides message transfer over TCP/IP network. Adam Sroczynski, Verimation, +1 201 391 2888, veriinc.veriazs@memo.volvo.se
- Enterprise Solutions' Mail Sanity* is directory user agent, uses LDAP, for Windows 95 and NT, available 3Q96. Holly Forsberg, Enterprise Solutions, +1 805 449 4181 x539
- Enterprise Solutions' EXM/Forum*, group conferencing and chat package, for Windows v3.1 and NT, available now. Holly Forsberg, Enterprise Solutions, +1 805 449 4181 x539
- Boldon James' MAPI to LDAP service provider* available. Jane Berrisford, Boldon James, +44 1270 844000, Jane.berrisford@bj.co.uk
- Siren Fax v3.0* now available for Windows 95, NT, Macintosh. Beth Weber, Siren, +1 415 322 0060, bweber@siren.com
- Mercury's MAC OS email gateways.* Integrated with PowerTalk, includes MCI Mail, AT&T EasyLink, Envoy. Mercury Software, +1 770 476 2566
- Elan's faccent document conversion software now on Windows NT.* Pierre Chamberland, Elan Technologies, +1 514 332 3526
- Cynet offers international fax delivery for 5c/page.* Jeff Newberry, Cynet, +1 713 897 8317 x309
- April 29 *HP's Internet Collaboration Services.* OpenMail will be extended in 1996 to so it speaks POP3, IMAP4, NNTP, LDAP, Web browser, public key cryptography security. Result: OpenMail users will have good access to common Internet applications, Internet application users will have good access to OpenMail users. Jeannette Tollstrup, HP, +1 408 447 5333, jtollstr@cup.hp.com. See also Ferris Research Fast Response Bulletin B96042
- Lotus said cc:Mail v6 will ship in 30 days;* includes 24x7 operation, on-the-fly message store backup & reorganization; new pricing of \$55 estimated retail price includes forms, group scheduling. Mark McHarry, Lotus, +1 415 335 6786, Mark McHarry@crd.lotus.com
- Lotus/SoftSwitch' MessageView* announced. This SNMP based management tool runs within HP's OpenMail, and supports a MADMAN mib and cross-environment message tracking. Available 3Q96. Mark McHarry, Lotus, +1 415 335 6786, Mark_McHarry@crd.lotus.com
- Lotus/SoftSwitch' Mail Monitor v2.* Will have new GUI, audible alerts, pager alerts, dialup access, advanced message probes, Internet mail monitoring, Windows 95, NT support, better reporting. Available 3Q96. Mark McHarry, Lotus, +1 415 335 6786, Mark_McHarry@crd.lotus.com
- Lotus Business Partners program* refined for VARs offering messaging, Internet, groupware solutions. Doree Gurdak, Lotus, +1 617 238 5700, Doree_Gurdak@lpp.com
- Accordance, Software.com* merge. Should provide more scalable solution for software firms wanting to OEM Internet solutions. Karen Lippe, Software.com, +1 408 374 4385

Automatic correlation processor for MS Exchange clients. Intercepts delivery and read confirmations and automatically matches against recipients of original message. Jane Berrisford, Boldon James, +44 1270 844000, Jane.berrisford@bj.co.uk

ISOCOR & Process Software decided to partner to produce Internet backbone software. ISOCOR, +1 310 581 8100, sales.info@isocor.com

ISOCOR's X.400 gateway for Oracle Office, scheduled for June 1996. Mary Hall, ISOCOR, +1 310 581 8100

NetManage's JetMail: SMTP/MIME for Windows. Internet mail for Windows, Windows 95, NT; server runs under NT, also fax gateway. Rick Bruner, NetManage, +1 415 827 7058, bruner@nrh.com

Gateway between X.400/X.500 and IBM SNADS/PROFS. LinkAge's new X.400/SNADS gateway connects to ISOCOR's ISOPLEX X.400 MTA, includes directory synchronization. Paul Gravel, LinkAge, +1 613 594 9244, paulg@linkage.com

LinkAge Message Exchange, new message switch connects MS Mail, MS Exchange, SMTP/MIME, X.400, Lotus Notes. PROFS/SNADS connectivity within 30 days. Paul Gravel, LinkAge, +1 613 594 9244, paulg@linkage.com

VPIM Work Group trying to define interoperability standards between voice messaging systems, using SMTP/MIME as communications transport. Bridget Cavanaugh, MCC, +1 214 480 8383, bridget_cavanaugh@mccom.com

Innosoft's PMDF e-Mail Interconnect v5.1 began testing, an Internet mail backbone. Dean Hidalgo, Innosoft, +1 818 919 3600, dean.hidalgo@innosoft.com

ICL's X.500 being ported to Windows NT. Anne Prine, ICL, +1 714 855 5505, aprine@earthlink.net

ICL's X.500 directory got public key security using Nortel Entrust. ICL, +1 703 648 3300, i500@reston.icl.com

FormFlow will support Nortel's Entrust security, alternate to RSA technology. Erin Hintz, Symantec/Delrina, +1 416 446 8119, erinh@delrina.com

SoftArc Acquires Delphic Software. Internet R&D firm. Dallas Kachan, SoftArc, +1 905 415 7000, dallas@softarc.com

MBLink Message Switch Supports Lotus Notes v4, available now. Elizabeth Duffy, FHS International, +1 800 499 3649

vCard specification v2. Industry consortium has defined a format for capturing information about a person, eg, name, address, phone #, photo. Many vendors said they support it. Jeff Lettes, Versit Initiative, +1 415 962 9550, jlettes@millerwest.com

"MCI One" integrates cellular, paging, Internet, email, long distance in one invoice, integrated service plan. Various pricing packages. +1 800 FOR MCI

General Magic Gets Internet email, web browser. Purchased Presto!Mail p1.5 and Presto!Links p1.0 from Active Paper—email & web browsing. Will integrate with Magic Cap, June release expected. Tom Hershenson, General Magic, +1 408 774 4343, tomh@genmagic.com

Sign-it provides secure eforms for cc:Mail v6. Maurice Boucher CIC, +1 604 689 8588

Decisive Survey v1.1. New version of survey-by-mail package lets web marketers send customized messages based on survey responses. John Chisholm, Decisive Technology, +1 415 528 4304, jchisholm@decisive.com

Uniplex & HP partner on Uniplex' Document Management System. Will be optimized for OpenMail. Kathy O'Neil, Uniplex, +1 916 985 3617, kathy9@uniplex.com

New SITA network services include 1988 X.400 mailboxes, X.435 support, enhanced fax delivery, native access for cc:Mail, MS Mail systems. Terry Tucker, SITA, +44 181 730 1345

Infonet adds Lotus Notes & GroupWise support to Global NOTICE Server messaging service. Pat Gale, Infonet Services, +1 310 335 2877, galep@infomail.infonet.com

Infonet supports MS Exchange Client access to its NOTICE Private Messaging Service. Pat Gale, Infonet, +1 310 335 2877, galep@infomail.infonet.com

Infonet's graphical fax output for its NOTICE Offnet Service. Native documents converted by Infonet, custom cover sheets. Pat Gale, Infonet, +1 310 335 2877, galep@infomail.infonet.com

Control Data Systems' Enterprise Integration Planning Service. Helps large organizations evaluate & implement Internet technology. Pat Kelly, CDS, +1 612 482 4444, patrick.kelly@cdc.com

Control Data Systems' Integration Services for MS Exchange. Now available. Pat Kelly, CDS, +1 612 482 4444, patrick.kelly@cdc.com

Fabrik Message Switch service to support Lotus Notes as of June. Julie Welch, Fabrik, +1 415 439 6607, julie@fabrik.com

April 30

Eudora gets extended API. "EMSAPI" SDK now in beta. Ed Knowlton, QUALCOMM, +1 619 658 2384, eknowlton@qualcomm.com

RSA and other vendors demonstrated Secure MIME (S/MIME) at the EMA show, with VeriSign providing digital certification. Patrick Corman, +1 415 326 9648, corman@cerf.net

Novell said NDS will support access by LDAP. Noreen Theede, Novell, noreen_theede@novell.com

Novell's NetWare Web Server v2.5, allows users to browse NDS information, has Java support. Noreen Theede, Novell, noreen_theede@novell.com

Novell's InnerWeb Publisher. Suite includes Web server & browser, web page authoring, IPX-to-IP translator. Noreen Theede, Novell, noreen_theede@novell.com

Novell's LAN Workplace Pro for Windows 95/NT. New version, no details. Noreen Theede, Novell, noreen_theede@novell.com

MCI will offer a network-based MS Exchange service. Runs Exchange infrastructure on client's behalf. John Houser, MCI, +1 800 644 NEWS, newsmci@mcimail.com

Visioneer got paper-driven scanner patent. Bruce Mowery, Visioneer, +1 415 812 6464, bruce_mowery@visioneer.com

Please send comments ('suggestions for improvement to davidlerris@ferris.com