
Corporate Business Server Solutions Guide

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This Solutions Guide provides information on VAB applications and enabling tools which are designed for customers using HP Corporate Business Server systems. Included are mainframe-class applications and enabling tools, and conversion products which can move code running on a mainframe to an HP 9000 or HP 3000.

VAB Profiles are presented in alphabetical order. To help you locate VAB solutions for your specific sales situation, this Guide also provides an index of VABs grouped into the specific application or tool areas they represent.

The range of solutions we have available to customers moving off a mainframe is growing. This Guide highlights HP Corporate Business Server VAB solutions available at introduction, including the HP contact names for further information. Information on other VAB solutions for the HP 3000 and HP 9000 systems is available from the Sales Response Center.

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European VAB Solutions

The profiles included here also list the European localization efforts that have either been completed, or are underway. VABs continue to add localization languages as demand develops. For the most accurate information, please contact the HP VAB representative as noted, or Heinz Heining, CSO Europe, in Boeblingen at 49 7031 14 2388, or telnet 778-2388.

Asia-Pacific VAB Solutions

The Asia-Pacific region has many VABs which are strong in a particular country, but may not offer a worldwide solution. For more information on VAB solutions for customers in Asia-Pacific contact Michael Dang of the Asia-Pacific VAB Localization Center in Cupertino, California at (408) 447-1135.

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For More Information:

CINCOM: Supra	Max Adamczyk, HP rep, (216) 243-7300
IBI: Focus	Bob Lyle, HP rep, (703) 204-2475 Alex Morgen, NSG Mktg, (408) 447-0971 Reinhard Kuebler, Europe, 49 7031 14 3486
Informix	Diane delSignore, HP rep, (415) 460-1612
Ingres	Joanne Parker, HP (ASK) rep, (415) 378-8536 Jeff Price, HP rep, (510) 748-2825
Oracle	Bill Pate, HP rep, (415) 882-6896
Sybase	Jim Pinsky, HP rep, (415) 378-8530

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Company Information

Market Positioning: AIH specializes in providing a full array of resources to support the managed healthcare industry.

Headquarters: Rockville, MD

Installed Base: HP 3000 - over 100 health plans.

Product/Service

AMISYS is a comprehensive managed health care system supporting multiple option processing for administration of HMOs, PPOs, TPAs, indemnity and point-of-service products.

AMISYS is designed to position managed health care organizations to handle the changing structure and methods of delivering health care for years to come. The key to this design is the inherent and pervasive multi-option structure of the system which allows for multi-product offerings and within each product, multiple designations of key member affiliation parameters.

HP Hardware Supported
HP 3000

For More Information
Dave Clark, HCIS account manager, 1-681-2562

Company Information

Market Positioning: Leading commercial systems integrator and worldwide organization with extensive experience in aerospace and defense manufacturing.

Headquarters: Chicago, IL

Offices: 157 offices in over 45 countries

Annual Revenues: \$2.5 billion; 45% in manufacturing and distribution, 55% discrete and 45% process, 60% Americas, 30% Europe/Africa and 10% Asia/ Pacific

HP Contract Type: VAR

Product/Service

Factory Management/D (FM/D) Open Architecture was developed specifically for the aerospace and defense industries. FM/D offers integrated, distributed shop-floor control by providing complete visibility of personnel, equipment, processes, and materials. FM/D is one of the few fully integrated shop-floor control systems to run on the UNIX platform and allows off-the-shelf integration with MAC-PAC/D (MRPII).

Customer Profile

Factory Management/D is targeted specifically at aerospace and defense manufacturers with \$100 million or greater in annual sales and needing a factory system built specifically for aerospace and defense manufacturing activities.

HP Hardware Supported

HP 9000 Series 800

Competitive Hardware
DEC VAX/VMS

For More Information

John Campbell, HP VAB Representative, (708) 505-8800
Bradley C. Smith, Andersen Consulting, (312) 507-6430

Company Information

Market Positioning: ASK is HP's largest MRP II VAB. ASK has successfully replaced manufacturing applications on numerous IBM mainframes. ASK also provides the Ingres database and tools.

Headquarters: Mountain View, CA

Offices: 50 sales offices worldwide: 40 in N. America, 5 in Europe, and 5 in Asia/Pacific.

Revenues: \$350 million

Installed Base: HP 3000 → over 1,000 MANMAN customers

Product/Service

MANMAN is an integrated management information system consisting of 18 products that control the manufacturing, engineering, customer service, finance, administration and decision support functions within a company.

Advance is ASK's open, client/server Enterprise Resource Planning (ERP) solution for multi-plant companies. Advance financials will be released first in 1992 and 1993, followed by modules for order management and distribution. MANMAN and Advance will coexist, with MANMAN being the MRP II solution for plants at companies running Advance ERP.

Customer Profile

MANMAN → Domestic and international discrete and repetitive manufacturers with sites \$25 million and up. Discrete manufacturers primarily in electronics and automotive supplier industries.

Advance ⇢ HP A and B level accounts seeking integrated ERP solutions.

HP Hardware Supported

MANMAN ⇢ HP 3000

Advance ⇢ HP 3000/900, HP 9000/800

Competitive Hardware

MANMAN ⇢ DEC VAX

Advance ⇢ DEC VAX, UNIX

For More Information

Laura Cornish, HP VAB Representative 415-694-2187

Company Information

Market Positioning: Market leader
in providing
development
environment for
sales and marketing
applications.

Headquarters: Atlanta, GA

Installed Base: 600+
installations

HP Contract Type: ISV

Product/Service

Activity Manager Series (AMS) software provides a robust application development environment for the following areas: sales automation, customer support, order processing, and account management. AMS is relational database independent. Brock has the largest client base in the industry.

Customer Profile

AMS is targeted at technology based or computer-literate firms with at least \$5 million in annual revenues and a geographically dispersed sales force.

HP Hardware Supported

HP 9000/HP-UX

Competitive Hardware

PCs running Xenix, IBM, DEC, NCR/AT&T, DG, & Unisys

Success Stories

Blue Cross/Blue Shield (Florida), First USA Telemarketing

For More Information

Tom Clements, Brock VP Sales (404) 221-0775

Lynn Sauder, HP Account Representative, (404) 246-5230

Company Information

Market Positioning: BSA, a division of Acxiom Corporation, is the largest supplier of fulfillment software and systems to the catalog and mail order industry worldwide.

Headquarters: Ocean, NJ

Revenues: \$100M

Installed Base: Over 160
HP 3000 accounts.

Product/Service

Acxess is a complete order fulfillment system designed for direct marketing, catalog and mail order businesses as well as specialty distribution. BSA's application includes key functionality such as advertising, merchandising, order entry, customer service, purchasing, fulfillment, warehousing and financials. Additional modules include POS processing, outbound telemarketing and catalog preparation. Acxess utilizes the Cognos Powerhouse development environment and runs exclusively on the HP 3000 platform under MPE/iX.

Customer Profile

BSA's focus is on high end accounts whose annual volume exceed \$50 million.

HP Hardware Supported

HP 3000

Competitive Hardware

None

For More Information

Brad Wagaman, HP Promoter Rep, 1-599-5498

Company Information

Market Positioning: Emerging
technology which
converts the
leading mainframe
code and enables it
to run under HP-UX.

Headquarters: Westwood, MA

Product/Service

Capricorn's conversion tool, called *Sourcery*, converts CICS and IBM Cobol code running on IBM mainframes to AcuCobol-85 running with HP-UX on HP 9000 Series 800 Business Servers. CICS/COBOL is installed in over 75% of IBM mainframe accounts.

Target Environment

IBM 3090, 43xx and 808x mainframes

For More Information

Anthony Zizza, Capricorn Data Systems, (617) 320-0292

Company Information

Market Positioning: Experienced supplier of vertical application software to the telecommunications industry.

Headquarters: Moorestown, NJ

Installed Base: 200 systems installed in 43 countries; over \$1 billion of equipment supplied to telecom industry.

HP Contract Type: VAR

Product/Service

CASS (Cellular Automation Support System) software is a billing and information management system for cellular and wireless communications operators. CASS incorporates an integrated front-end consisting of customer service & operation functions, along with a back-end which consists of billing & rating functions.

Customer Profile

CASS is appropriate for all wireless operators, cellular carriers, agents, resellers, and major retailers needing a modular in-house billing and/or information management system.

HP Hardware Supported
HP 9000 Series 700/800

Competitive Hardware
OS/2

For More Information

Don McAvoy, HP VAB representative, (215) 666-2089

Company Information

Market Positioning: Supplier of
real-time
information
management systems
for the cellular
telecommunications
industry.

Headquarters: Seattle, WA

HP Contract Type: VAR

Product/Service

Hotwatch System is designed to monitor the usage of credit risky and new subscribers, allowing cellular carriers to reduce their bad debt expenses. *SkyRoamer System* allows roaming subscribers to register their phones and facilitates billing by credit card. *Positive Roamer Validation System* provides quick validation of roaming subscribers between CTS-equipped cities. *Call Delivery System* automatically forwards calls to subscribers who receive calls when they are traveling between CTS-equipped cities.

Customer Profile

CTS products are targeted at the fast-growing cellular communications segment of the telecommunications industry.

HP Hardware Supported

HP 9000 Series 800

Success Stories

BellSouth, McCaw Communications, Bay Area Cellular Telephone Company, and LIN Broadcasting

For More Information

Mike Moody, HP VAB representative, (206) 644-3255

Company Information

Market Positioning: Market leader
in providing fully
integrated CASE
tools. Largest
I-CASE installed
base in Europe; Top
3 I-CASE vendor
worldwide.

Headquarters: Paris, France;
Pearl River, New
York, U.S.A.

Offices: Worldwide locations
in North America
and Europe

Annual Revenues: \$300 million

HP Contract Type: ISV

Product/Service

CGI offers the *PACBASE* product for mainframes, *PACLAN* for OS/2 systems on a LAN, and *PACLAN/X* for Unix systems on a LAN. CGI products support all phases of the systems development lifecycle. CGI offers these products in a modular system including *PACREVERSE*, a reverse engineering system, which integrates existing applications into *PACBASE*, *PACLAN* and *PACLAN/X*; *PACBENCH*; and *PACDESIGN* which supports system design, implementation and code generation.

Customer Profile

Fortune 1000 customers with a need for integrated, full life cycle CASE tools. Key target customers are mainframe shops downsizing to smaller, price/competitive systems.

Hardware Supported

Development: HP 9000 Series 800 & 700, IBM CICS/MVS, IBM CICS/DOS/VSE, IBM IMS/MVS, Unisys 1100 Bull GCOS, ICL, DEC VMS, OS/2, Tandem, Unisys

Target: HP 9000 Series 800 & 700, HP 3000 Series 900, Bull, DEC, IBM, ICL, OS/2, Tandem, Unisys

For More Information

Ted Luchsinger, HP VAB Representative, (203) 324-5624
Alain Grambert, HP CSO-Europe Account Mgr, 49 7031 143486

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Company Information

Market Positioning: One of the largest installers of lab systems to hospitals with over 500 beds. The eighth largest hospital system vendor.

Headquarters: Houston, TX

Offices: Dallas, NY, London

Annual Revenues: \$40 million

HP Contract Type: VAR

Product/Service

CHC was founded in 1971 as a highly specialized consulting service; and in 1973 installed its first laboratory information systems, *LabCare*. Today, CHC has approximately 200 installations of LabCare in a very high-quality and prestigious client base. In 1989, CHC installed its first radiology information system, *RadCare*, and in 1990 purchased Infostat, a hospital information systems vendor. CHC now brings hospitals the most complete range of information systems supporting patient care requirements.

Customer Profile

Community, multi-hospital chains and teaching hospitals with 200-700 beds.

Hardware Supported

HP 9000 Series 800

For More Information

Gerald Metcalf, HP VAB Representative, (713) 776-6031

* Note: All SF03 reps call on hospitals; however, SF03 HCIS reps are the only end-user reps chartered to sell computer systems either direct or using third-party software. They do not sell HP-developed software-based products (ie. HP CareVue 9000 - there is a separate CIS sales force for this. SF31 and SF32 have the recruitment charter for hardware VABs.

Company Information

Market Positioning: One of the world's most experienced software companies providing system software and manufacturing applications.

Headquarters: Cincinnati, Ohio

Offices: 60 worldwide; 37 licensed agents

Annual Revenues: \$160 million annually; 60% outside U.S.

Installed Base: Over 6000 system software and over 500 manufacturing customers worldwide.

HP Contract Type: ISV

Product/Service

CONTROL:Manufacturing is CINCOM's fully integrated business information system providing manufacturing, financial and distribution solutions for medium to large multi-national manufacturers. The first modules of CONTROL will be available on the HP 9000 HP-UX in Q3 '92, with the HP 3000 MPE/ix version available soon thereafter. Additional modules on both platforms will roll out during 1993 and 1994.

MANTIS is CINCOM's application development tool and 4GL. The product is currently available on the HP 9000 and will be introduced this quarter on the HP 3000.

SUPRA is CINCOM's database management system. SUPRA will be available on the HP 9000 HP-UX in Q3 '92 with the HP 3000 MPE/ix version available soon thereafter.

Customer Profile

CONTROL: Manufacturing is targeted at multisite, multinational discrete and process manufacturers with greater than \$75M annual sales and particularly strong in aerospace/defense, pharmaceuticals, chemical, electronics, and heavy equipment manufacturing.

MANTIS/SUPRA is targeted at Fortune 2000 companies with greater than \$50 million in annual sales. The product is particularly strong for integration of open systems into enterprise networks.

HP Hardware Supported
HP 9000 Series 800, HP 3000 Series 900

Competitive Hardware
DEC VAX/VMS, DEC Ultrix, IBM MVS/VSE

For More Information
Max Adamczyk, (216) 243-7300 or telnet 243-0454

Company Information

Market Positioning: Premier
supplier of
application
development
environment
products.

Headquarters: Burlington, MA

Offices: Direct 18 U.S.,
11 Europe, 10
Canada, 5
Australia, 3 Far
East, 1 Latin
America
Distributors ~ 117
worldwide

Revenues: \$160 million
(Canadian)

Installed Base: HP 3000 licenses ~
12,000
HP 9000 licenses ~
175
DEC VAX licenses ~
5,800
Data General
licenses ~ 1,300
IBM AS/400 licenses
~ 235

Product/Service

PowerDesigner is a CASE tool for analysis and design offering fully-integrated process and data modeling to produce Powerhouse code. *Powerhouse 4GL* is a fourth-generation language. *Powerhouse Windows* is a client/server tool. *PowerPlay* is an EIS tool, and *Imprompter* is an ad hoc query tool.

Customer Profile

Client looking for low cost, easy to implement, efficient development environment to do new development or integration with existing or new application. Also, clients can use Cognos tools to do modifications or add-on customized modules.

HP Hardware Supported
HP 3000, HP 9000/800 & 700

Competitive Hardware
Various UNIX systems, IBM AS/400, DEC VAX, DG AOS

For More Information
Judi Hirsch, HP Promoter Rep, 617-221-5105

Company Information

Market Positioning:

Provider of World
Class
Series software
solutions in three
markets:

- 1) Newspaper
management
- 2) Accounting
- 3) Human Resources

Headquarters: Tampa, FL

Offices: 13 U.S. offices

Revenues: \$58M in software

Installed Base:

Newspaper ~ 175
Accounting ~ 356
Human Resources ~
152

Product/Service

Newspaper software provides advertising, circulation, ad tracking, classified, accounting and HRMS.

Customer Profile

Newspaper customers are daily and weekly newspapers in the U.S. and Canada. Accounting and HRMS are cross-industry products. Largest customer base in following industries: manufacturing, distribution, electronics, retail, chemical.

HP Hardware Supported

HP 3000/900, HP 9000/800

Competitive Hardware

IBM RS/6000 (newspaper)

DEC VAX (accounting, human resources, newspaper)

For More Information

Eric Hammersand, HP Promoter Rep, (813) 884-3282

Company Information

Market Positioning: Market leader
for mainframe
applications.

Headquarters: Garden City, NY

Offices: Worldwide

Annual Revenues: \$1.3 billion

Installed Base: Over 25,000
mainframe sites

HP Contract Type: ISV

Product/Service

CA-UNICENTER FOR UNIX is a comprehensive, integrated systems management solution for HP-UX that provides the features and functionality required by data center administrators. CA-UNICENTER enables UNIX systems to be administered in a manner consistent with that used by system managers on their mainframes through Automated Storage Management; Automated Production Control; Data Center Administration; Performance Management and Accounting; and Security, Control and Audit.

Customer Profile

CA-UNICENTER is ideal for customers using an HP-UX system as a mainframe alternative.

HP Hardware Supported

HP 9000 Series 800

For More Information

Don Marchon, HP Sales Account Manager, (516) 753-3361

Company Information

Market Positioning: Leading
provider of HMO
applications.

Headquarters: Farmington Hills, MI

Offices: U.S.-wide

HP Contract Type: Distributor
Authorized Reseller
(DAR)

Product/Service

CSC's Managed Health Care (MHC) system is a fully integrated database management system which provides a means of automating both the operation and management of virtually any type and size of managed healthcare plan from a start-up HMO to a large, national managed-care business with millions of members.

Customer Profile

The target market for MHC includes the following managed healthcare plans: HMOs, PPOs, Prepaid Medical Groups, EPOs and other types of alternative healthcare organizations.

HP Hardware Supported

HP 9000 Series 800

Competitive Hardware

IBM, Sequoia

For More Information

Tom Greenwood, HP Ultimate representative, (201) 887-9222
x526

Company Information

Market Positioning: Mainframe-class
provider of payroll
and human resource
software.

Headquarters: Chicago, IL

Annual Revenues: \$27 million

Installed Base: 1,000 sites

HP Contract Type: ISV

Product/Service

Cyborg's Solution Series software includes modules for payroll, human resource management, and time and attendance reporting. Cyborg's software is highly portable and the company maintains a single set of source code which runs on mainframes, UNIX and proprietary servers, and PCs. The Solution Series supports a Windows 3.0 interface, as well as a terminal interface.

Customer Profile

Cyborg targets companies with over 400 employees in a range of industries. Pricing on the HP platform is half that on a mainframe. Recent sales successes have been in manufacturing and health care.

HP Hardware Supported

HP 9000 Series 800 and HP 3000 Series 900

For More Information

John Nothelfer, HP VAB representative, (708) 505-8800 ext 2447

Alan Ross, Cyborg VP Business Development, (201) 934-4243

Company Information

Market Positioning: Leading
supplier of process
manufacturing
software.

Headquarters: Valhalla, NY

Offices: Eleven U.S. sales
offices; European
offices in U.K.,
France,
Netherlands;
distributors in
Australia, Japan,
Taiwan, Ireland,
Israel, Brazil, S.
Africa

Annual Revenues: \$20 million

Installed Base: Over 400
customer sites
worldwide

HP Contract Type: ISV

Product/Service

CIMPRO is a fully integrated manufacturing planning and control system including formula management, process MRP, cost control, purchasing, order processing and accounting.

GEMMS is a significantly enhanced, next generation of CIMPRO with state-of-the-art client/server architecture and enterprise-wide, multinational functionality.

Customer Profile

Datalogix products are targeted at multinational Fortune 500 process manufacturers in packaged goods, chemical, pharmaceutical, biotechnology, and pulp and paper processing.

HP Hardware Supported

HP 9000 Series 800, HP 3000 Series 900 (GEMMS only)

Competitive Hardware

DEC VAX/VMS, DEC Ultrix, IBM RS/6000, and AS/400

Success Stories

Unilever, Monsanto, Ciba-Geigy, Coca-Cola Foods, Dannon,
Goodmark Foods

For More Information

Don Marchon, HP VAB representative, (516) 753-3361

Company Information

Market Positioning: DRC specializes in solutions for wholesale distributors of office products, paper, medical supplies, computer supplies and also Superstores.

Headquarters: Englewood, CO

Offices: Baltimore, MD;
Dallas, TX; Boston, MA; San Francisco, CA; United Kingdom

Installed Base: More than 300 accounts and 800 installations.

HP Contract Type: VAR

Product/Service

DRC's applications, *System For Distributors (SFD)* and *Invision*, include key distribution functionality of sales order management, inventory management, accounting, purchasing, point-of-sale, EDI and bar code scanning. DRC also supports the ACT interface.

DRC has been evolving their applications to a client/server architecture. This was first achieved with the Customer Service Workstation, an order processing application with a PC front end and an HP 3000 or HP 9000 server.

Customer Profile

The typical DRC customer is between \$15M and \$5B. Installation can be on single or multiple systems. DRC has an excellent offering for customers who have both traditional order entry and retail point-of-sale operations.

HP Hardware Supported
HP 3000

Competitive Hardware
None

Success Stories

Weyerhaeuser Company, Stationers Distributing Company, Paper Corporation of America, MacLeod-Stedman (mainframe downsizing)

For More Information

Russ Balderman, HP Promoter Rep, (303) 649-5551

Company Information

Market Positioning: Dun & Bradstreet (DBS) provides financial, human resource and manufacturing applications for large national and multinational operations.

Headquarters: Atlanta, GA

Offices: over 50 offices worldwide

Annual Revenues: \$500 million

Installed Base: HP 3000/AMAPS: 100, IBM mainframe/AMAPS: 150, and IBM mainframe/DRP: 80

HP Contract Type: ISV

Product/Service

AMAPS functionality includes sales and order processing, master production scheduling, capacity planning, manufacturing resources planning and control (MRP) and inventory management. In addition, DBS is working with Collier-Jackson to integrate CJ financials into AMAPS.

Distribution Resource Planning (DRP) is a flexible online time-based inventory planning and allocation system designed to optimize customer service with minimum inventory investment. *Multi-Product Management (MMP)* manages manufacturing processes where one or more secondary products or materials are produced.

New functionality for DRP, MMP and Demand Forecasting (DF) will be fully integrated with AMAPS and will be available in Q3 '92.

Customer Profile

AMAPS and DRP are extremely well-suited for process and

discrete Fortune 1000 manufacturing companies who want an integrated single-vendor solution for shop floor, MRPII and distribution. The DRP solution can be sold on a standalone basis and meets the needs of multi-product, multi-warehouse companies with complex distribution networks.

HP Hardware Supported
HP 3000 Series 900

Competitive Hardware
IBM mainframe

For More Information
Lynn Sauder, HP Account Manager, telnet 246-5230

Company Information

Market Positioning: Leading
provider of library
management
solutions.

Headquarters: Provo, UT

Offices: U.S., France,
Canada, U.K.

HP Contract Type: Distributor
Authorized Reseller
(DAR)

Product/Service

Integrated library management system including cataloging,
circulation, public access, acquisitions, serials, media
scheduling, and reserve bookroom.

Customer Profile

All business, governmental, and scholastic libraries

HP Hardware Supported

HP 9000 Series 800

Competitive Hardware

IBM, Sequent

Success Stories

Ocean County Library

For More Information

Tom Greenwood, HP Ultimate representative, (201) 887-9222
x526

Paul Sybrowsky, Dynix, (801) 375-2770

Company Information

Market Positioning: FDP sells a wide range of comprehensive life insurance software to the top 50 home office insurance companies.

Headquarters: Miami, FL

Revenues: \$17 million

Product/Service

MAAS is a group pension administration system targeted to the mainframe downsizing market.

CLAS is a full function Life Administration System supporting all types of insurance products, including new and complex insurance policies such as Universal Life and Variable Life. FDP is also developing client-server and UNIX versions of the software.

Pension Partner is a solution for the proposal and administration of all types of employee benefit plans, including defined benefit, defined contribution and 401(k).

HP Hardware Supported

HP 3000

HP 9000/800 (under development)

Competitive Hardware

None

Sucess Stories

Prudential, Home Life, New York Life, and AUL.

For More Information

Ron Kessinger, HP Promoter Rep, (305) 938-2209

Company Information

Market Positioning: Gerber Alley
serves the hospital
market.

Headquarters: Norcross, GA

Installed Base: HP 3000 - over
65 healthcare
facilities.

Product/Service

Gerber Alley develops, sells and supports *THE PRECISION
ALTERNATIVE* system, which contains a wide range of patient
care, financial and clinical applications. The system is
written in COGNOS Powerhouse.

Customer Profile

Gerber Alley's client family ranges from small rural
community hospitals to major urban medical complexes
throughout the U.S., United Kingdom and Ireland, including
general, acute-care, pediatric, specialty and teaching
facilities.

HP Hardware Supported

HP 3000

For More Information

Nancy Hinckley, HCIS account manager, 1-681-2606

*

Company Information

Market Positioning: One of the
largest providers
of healthcare
information systems.

Headquarters: Atlanta, GA

Offices: U.S. - wide

Annual Revenues: \$200 million

HP Contract Type: VAR

Product/Service

HBO & Company designs and installs comprehensive
information systems that support all facets of healthcare
facility operation.

Customer Profile

Hospitals ranging from 100 beds to 1,000 bed multi-hospital
organizations.

HP Hardware Supported

HP 9000 Series 800

Competitive Hardware

Data General

For More Information

Dean Athanassiades, HP VAB Representative, (404) 246-5219

* Note: All SF03 reps call on hospitals; however, SF03
HCIS reps are the only end-user reps chartered to sell
computer systems either direct or using third-party
software. They do not sell HP-developed software-based
products (ie. HP CareVue 9000 - there is a separate CIS
sales force for this.) SF31 & SF32 have the recruitment
charter for healthcare VABs.

Company Information

Market Positioning: Niche-focused
systems integrator
providing
conversion services
for mainframe
downsizing and U.S.
distributor of
Infosoftware's CONVEYOR
conversion tool.

Headquarters: Norwood, MA

Offices: New York, San
Francisco, Los
Angeles,
Philadelphia,
Washington, D.C.

Installed Base: 4000+ midrange
systems

HP Contract Type: Systems
Integrator

Product/Service

IISI provides system integration and application
development services on HP platforms. IISI specializes in
IBM mainframe conversion services and is the U.S. licensee
of Infosoftware's CONVEYOR software migration tool.

Customer Profile

Companies across industries who wish to downsize from IBM
360/370, 43xx, 308x, or 3090 class mainframes.

HP Hardware Supported

HP 9000 Series 800 and HP 3000 Series 900 and Vectra PCs

Success Stories

Levi Strauss, Dun & Bradstreet Software

For More Information

Peter Yung, HP/IISI Account Manager, (617) 221-5181

David J. Rubinstein, IISI V.P., (800) 766-7880

Mark P. Shirman, IISI President, (617) 769-7511

Company Information

Market Positioning: Supplier of tools for decision support applications in commercial environments in both host-based and client-server environments.

Headquarters: New York

Offices: 30 offices in North America, subsidiaries, distributors and agents worldwide

Annual Revenues: \$225M
(worldwide in 1991)

Product/Service

FOCUS 4GL: Language for decision support and data access applications.

FOCUS DATABASE: Non-relational database well-suited to medium-sized applications with strong ad-hoc query performance.

EDA Server: Data access manager which receives requests for data and data catalog information, qualifies requests, supplies data, routes data requests to linked servers.

EDA Link: Remote data access product that links FOCUS and EDA/SQL API to EDA Server systems.

EDA/SQL API: ANSI/SQL interface that provides standard API for access to all supported databases.

IBI also provides consulting services for FOCUS and EDA configuration and application development.

Customer Profile

Potential customers have multiple database types and/or multiple platforms and need common tools to access all

data. IBI has a strong mainframe installed base; 20% of all mainframes have FOCUS 4GL on them.

HP Hardware Supported

HP 9000 Series 300/400, 700 and 800; HP 3000 Series 900

Competitive Hardware

IBM MVS, VM; DEC VAX; WANG, all major UNIX

For More Information

Ted Luchsinger, HP VAB Representative, (203) 324-5624

Alex Morgan, HP NSG Account Manager, (408) 447-0971

Mike Barlow, HP CSO-Europe Account Manager, 49 7031 143266

Company Information

Market Positioning: Provider of
conversion tools
especially focused
on mainframe
downsizing .

Headquarters: Germany

Offices: **U.S.:** Infosoft will
distribute ONLY
through qualified
system integrator
licensees; IISI
being their major
U.S. partner.
Germany: Infosoft
will distribute and
act as systems
integrator
themselves.

Installed Base: Over 100,000
programs have been
converted since
1985.

Product/Service

CONVEYOR software migration tool will convert CICS COBOL
programs, screens, and data from IBM mainframe systems to
MicroFocus COBOL running on HP 9000 Series 800 or HP 3000
Series 900 systems.

Customer Profile

Companies across industries who wish to downsize from IBM
360/370, 43xx, 308x, or 3090 class mainframes.

HP Hardware Supported

HP 9000 Series 800 and HP 3000 Series 900 and Vectra PCs

Success Stories

Steeb Abstatt, OPG, Krupp Mannesmann

For More Information

In the U.S. contact IISI, Infosoft's licensee.

Europe: Victor Sanchez, HP Mainframe Prog Mgr, 49 7031 14

3386

Asia/Pacific: David Stubbs, HP MF Prog Mgr, 852 848 7938

Australia: Vikram Mehta, HP MF Prog Mgr, 61 2 950 7419

Latin Amer: Gustavo Fernandez, HP MF Prog Mgr, (408)

447-1606

Company Information

Market Positioning: Emerging
technology to
convert mainframe
code to run on
HP-UX.

Headquarters: Billerica, MA

HP Contract Type: ISV

Product/Service

INTEGRIS's *UniKix* conversion tool migrates CICS COBOL/VSAM applications running under the MVS, DOS/VSE, or VM operating systems to MicroFocus COBOL running on HP-UX.

Target Environment

IBM 3090, 43xx, and 808x mainframes running CICS COBOL/VSAM applications.

Success Stories

State of Utah, HP Salt Lake City office

For More Information

John Lee, HP VAB Representative, (818) 549-1999

(JAX/SW)
Company Information

Market Positioning: Supplier of
niche-focused
conversion tool to
move code running
on Unisys
(Burroughs)
midrange systems
and mainframes to
the HP 9000.

Headquarters: Jacksonville, FL

Installed Base: 300 Burroughs
A-Series and 1,000
Unisys mainframe
installations

Product/Service

MICROXGEN is a conversion tool which compiles source code written with either the XGEN 4GL (for Burroughs A-Series) or the LINK 4GL (for Unisys mainframes) to Microfocus COBOL running on HP-UX.

Target Environment:

Target is customers who have developed code using JAX/SW's XGEN, a 4GL on Unisys (Burroughs) A-Series, who now want to run their applications on the HP 9000 open systems (= 300 identified users). Additional target is customers who have developed code using Unisys LINK 4GL (= 1000 identified users).

HP Hardware Supported
HP 9000 Series 800

For More Information

James Ellertson, JAX/SW President, (904) 725-7187

Company Information

Market Positioning: Leading
supplier of
mainframe-class
integrated
accounting
solutions on UNIX,
and Premier
Solution Provider
on the HP 9000.

Headquarters: Minneapolis,
Minnesota

Offices: Chicago, Dallas,
London, Los
Angeles,
Minneapolis, New
York, Tampa; and
distributors in
Toronto, Melbourne
and Hong Kong

Annual Revenues: \$32 million

HP Contract Type: ISV

Product/Service

Lawson offers *Accounting, Human Resources, Distribution Management, Materials Management, Retail Management, and Universe CASE tools*. Accounting modules include general ledger, accounts payable, accounts receivable, fixed assets, and project accounting. Human resources includes payroll and personnel administration and benefits. Lawson's UNIX products offer the same functionality as Lawson's product running on the IBM mainframe.

Customer Profile

Lawson focuses on developing commercial applications for mid-size corporations in the \$40-\$400 million revenue range. Many of Lawson's customers are divisions of Fortune 500 companies.

HP Hardware Supported
HP 9000 Series 800

Competitive Hardware

IBM RS/6000, AS/400, s/3x, mainframes, Unisys mainframes,
and other major UNIX vendors

Success Stories

Fujitsu Imaging, Gartner Group, Robbins Manufacturing

For More Information

Mike Stringer, HP VAB Representative, (612) 641-9774

Ed Mielech, Lawson, (612) 379-2633 ext 3349

Company Information

Market Positioning: Leading
database vendor
offering integrated
financials &
manufacturing
application
software.

Headquarters: Redwood Shores, CA

Offices: U.S.-wide, Europe,
and Asia-Pacific

Annual Revenues: \$1.1 billion

Installed Base: 300 Financials
sites, 100
Manufacturing sites

HP Contract Type: ISV

Product/Service

Oracle Financials are sold in modules, combined into five basic application areas: General Ledger Accounting, Distribution Accounting (revenue, order entry, accounts receivable, and sales analysis), Disbursement Accounting (purchasing, accounts payable, fixed assets, inventory), Human Resource Accounting (payroll, personnel), and Management Accounting (Oracle Alert, graphics). Oracle also offers *Oracle Government Financials* as a separate product which includes encumbrance accounting.

Oracle Manufacturing is a complete family of enterprise resource planning and control products that bring new levels of integration, productivity and flexibility to manufacturing organizations. Modules include Engineering, Bills of Material, Master Scheduling, MRP, Capacity, Purchasing, Inventory and Work in Process. Oracle Manufacturing was released in the fall of 1991.

Oracle has localized its Financials in German, and is in the process of localizing in French and Spanish. The European localization platform for all applications (Financials, Manufacturing, and Human Resources) will be the HP 9000 Series 800 platform.

Customer Profile

Oracle Financials are used by Fortune 500-class companies in a wide range of industries. Oracle Manufacturing is appropriate for Fortune 500-class companies with discrete, repetitive, or assemble-to-order manufacturing operations located in the United States or United Kingdom.

HP Hardware Supported

HP 9000/800, HP 3000/900

Competitive Hardware

All major UNIX platforms, DEC VAX, IBM AS/400, OS/2, DG

For More Information

Bill Pate, HP VAB Representative. (415) 882-6896

Company Information

Market Positioning: Leading
supplier of
Macintosh and PC
connectivity
products for UNIX
environments.
Established in 1981.

Headquarters: La Jolla, California

Offices: Worldwide

Installed Base: 4500 worldwide

HP Contract Type: ISV

Product/Service

PacerShare provides Apple's AppleTalk File Protocol services on the HP 9000. PacerShare allows the HP 9000 system to be used as a file server for Macintosh users. Support for Pacer Share conforms fully to HP-UX system security.

PacerLink is an advanced terminal emulation and desktop connectivity product that allows the Macintosh or IBM PC user to connect to and use the facilities of HP-UX. **PacerLink** provides terminal emulation, softkeys and scripting. Virtual disk facilities make host disk space available to the Macintosh or PC user.

Customer Profile

Pacer products provide a horizontal PC/Mac connectivity solution for use on all HP 9000 computers.

HP Hardware Supported

HP 9000 Series 800

For More Information

Paul Camp, Pacer Software Inc., (508) 898-3300

Marty Waters, HP VAB rep, (617) 221-5155

Kelli Scott, IND VAB Marketing, (408) 447-2740

Company Information

Market Positioning: Leading provider of mainframe-class human resource applications using client-server technology.

Headquarters: Walnut Creek, CA

Offices: Atlanta, GA;
Oakbrook, IL;
Columbia, MD;
Teaneck, NJ

Annual Revenues: \$20 million

HP Contract Type: ISV

Product/Service

PeopleSoft's solutions include *Human Resource Management System (HRMS), Benefits and Payroll*. PeopleSoft's applications have graphical user interfaces and a client-server architecture that can run on mainframes, midrange servers, local area networks and PCs. Additionally the PeopleTools development environment makes PeopleSoft solutions highly flexible. PeopleSoft's products are available today on the HP 3000. The PeopleSoft HRMS and Benefits modules are scheduled for release on the HP 9000 in Q2 '92 with the Payroll module to follow in Q3 '92.

Customer Profile

PeopleSoft targets medium to large size companies in a wide range of industries and has installed customers in manufacturing, utilities, transportation, communications, packaged goods, pharmaceuticals and financial services.

HP Hardware Supported

HP 3000 Series 900 and HP 9000 Series 800

Competitive Hardware

IBM Mainframe (DB2 version), LANs, OS/2, and other UNIX platforms (currently using a Sybase SQLServer and adding an Oracle version later this year).

Success Stories
Hewlett-Packard Company

For More Information

Gail Yamamoto, HP VAB Representative, (510) 460-1554

Pascal Podvin, PeopleSoft Mgr of Bus Development, (510)
295-9438

Company Information

Market Positioning: Leading provider of mainframe-class executive information systems (EIS) using client-server technologies.

Headquarters: Boston, MA

Offices: U.S.-wide and Canada, Europe and Australia

HP Contract Type: ISV

Product/Service

Pilot *Lightship* is a complete executive information system available with a 4GL and the CASE tools necessary to produce a customized EIS; the application is available in modules. Pilot's client-server architecture allows for processing to be distributed between the server and a range of possible clients, which include MS-DOS, Windows, OS/2 and the Apple Macintosh.

Customer Profile

Pilot applications are a good fit for Fortune 500 customers who are currently running their EIS on a mainframe. The Pilot solution will replace internally-developed EIS, which are much more expensive to maintain and are almost always installed on mainframes.

HP Hardware Supported

HP 9000

Competitive Hardware

DEC/VAX and IBM mainframes

Success Stories

Martin Marietta, BASF, and Citicorp

For More Information

Marty Waters, HP VAB representative, (617) 221-5155

Company Information

Market Positioning: Provide manufacturing, distribution and financial solutions to global companies in the discrete and process manufacturing industries.

Headquarters: Carpinteria, CA

Offices: Twelve U.S. sales offices, 14 European sales offices and distributors and 12 Asia/Pacific sales offices and distributors

Annual Revenues: \$20 million

Installed Base: over 550 customers worldwide

HP Contract Type: ISV

Product/Service

MFG/PRO is a fully-integrated UNIX-based MRPII solution managing the sales order, planning, production, distribution, field service and financial reporting functions for manufacturing firms. MFG/PRO provides features required by both batch process and repetitive manufacturers. The application is based on the Progress 4GL and relational database to provide flexibility.

Customer Profile

MFG/PRO is targeted at multinational Fortune 500 discrete and process manufacturers in electronics, machinery, automotive supply, food and packaged goods, specialty chemical and pharmaceuticals. The product is localized in English, French, Spanish, German, Danish, Norwegian, Swedish, Finnish, Dutch, Italian, Korean, Japanese and Chinese, and is installed in over 28 countries.

HP Hardware Supported
HP 9000 Series 800

Competitive Hardware
DEC VAX/VMS, Ultrix; IBM RS/6000; Sun, NCR, Sequent,
Pyramid, MIPS

Success Stories
AT&T, Schlumberger, Cadbury Schweppes, TRW, BOC, Unilever,
3M, NEC, and Aladdin

For More Information
U.S.: Joe Roy, HP VAB Representative, (805) 685-6115
Europe: Klaus-Peter Munzke, CSB Marketing, 49 7031 14 3298
Asia/Pacific: Steve Baker, Asia/Pacific Mktg Center, 852
848 7911

Company Information

Market Positioning: Market leader
in wholesale
distribution
solutions, and
recommended by
Gordon Graham, a
renowned industry
consultant.

Headquarters: Colorado Springs, CO

Annual Revenues: \$17 million

Installed Base: 3,000 locations

HP Contract Type: ISV

Product/Service

R&D's *TREND* is a wholesale distribution solution with extensive pop-up windowing capability which was developed in Progress, a leading 4GL and relational database. TREND incorporates the inventory management and customer service theories recommended by Gordon Graham. Special features include integrated job management, telemarketing, service billing, parcel management, E-mail and FAX interface.

Customer Profile

TREND software is targeted for the durable and hardgoods wholesalers with specific features and functionality for the electrical, plumbing/HVAC, and industrial marketplace. The average annual sales volume of an R&D TREND customer is \$25-30 million.

HP Hardware Supported

HP 9000 Series 800

Competitive Hardware

IBM RS/6000, DEC Ultrix

For More Information

Terry Ohnstad, HP VAB Representative, (303) 649-5727

Doug Walker, R&D Nat'l Sales Manager, (719) 590-8940

Company Information

Market Positioning: SAP is a leader in providing enterprise wide information processing systems and is currently considered the eighth largest software company in the world.

Headquarters: Walldorf, Germany with U.S. headquarters in Philadelphia, PA

Offices: U.S.-wide

Annual Revenue: \$286 million

Installed Base: 1600 customers worldwide

HP Contract Type: ISV

Product/Service

The current product, called *R/2*, is available only on IBM and Siemens mainframe systems. It is an enterprise-wide software solution incorporating financials, manufacturing, personnel, logistics and other modules in a totally integrated, real-time system. Work has been underway for three years to develop a next-generation application, which has been totally rewritten to take advantage of client-server architecture, graphical user interfaces, SQL databases and industry standards. The development for this new application, called *R/3*, is being done on HP-UX. *R/3* is now available in German and will be available in English for pilot installations during Q3'92 on HP-UX, and MPE/iX.

Customer Profile

SAP targets very large multinational companies. Eight of the top 10 Fortune 500 companies are SAP users, as are 75 of the largest 100 German companies. *R/3* will be well-suited to divisions and subsidiaries of multinational organizations and companies wanting a head start in

implementing next-generation applications.

HP Hardware Supported

HP 9000 Series 800 and HP 3000 Series 900

For More Information

Bob Crum, HP Cupertino for the Americas, (408) 447-1315

Peter vander Fluit, HP Boeblingen for Europe, (49 7031)
14-3081

Steve Baker, HP Hong Kong for Asia/Pacific

Associates, Inc.
Company Information

Market Positioning: SGA sells to
direct marketing
organizations like
catalog mail order
firms, fulfillment
companies and
recently to major
software houses.

Headquarters: Boca Raton, FL

Revenues: \$5 million

Installed Base: HP 3000 - over
34 installations.

Product/Service

MACS, the Mail Order and Catalog System, is a product that completely automates a mail order business. Modules include Advertising and Sales, Merchandising and Purchasing, Accounting, Telemarketing and Ordering, Warehousing and Shipping, Production and Operations. MACS also offers point of sale and direct connections to the FedX system. The product uses the HP ACT system.

HP Hardware Supported
HP 3000

Competitive Hardware
None

For More Information
Ron Kessinger, HP Account Manager, (305) 938-2209

Company Information

Market Positioning: Supplier of development environment for Fortune 1000 companies, which supports application development and maintenance across multiple toolsets, systems and methodologies.

Headquarters: Munich, Germany

Offices: New York, Atlanta, and several European cities

Annual Revenues: \$120 million (U.S.)

Installed Base: Large chemical/manufacturing/financial companies in Europe.

Product/Service

Maestro II application development environment includes a complete development/reengineering workbench, project management and scheduling systems, and a repository that links application development directly to the methodology chosen by the customer. The product resides on a UNIX server, with PC clients supporting multiple target hosts, such as IBM mainframe, DEC VAX, HP 3000, Siemens, and UNIX.

Consulting services are provided to customers to train staff and to customize the Maestro product to the development process adopted by the customer.

Customer Profile

Maestro II is suitable for large teams (50-1000+ developers) for commercial application development.

Hardware Supported

Development: HP 9000/800, HP 9000/700, RS/6000, Ultrix,
Sun Target: HP 9000/800, HP 3000/900, IBM MVS, VM, DEC
VAX/VMS, Siemens, other UNIX

For More Information

Diane delSignore, HP VAB Representative, (510) 460-1612
Alex Morgan, HP NSG Account Manager, (408) 447-0971
Thomas Heinrich, HP CSO-Europe (WW), 49 7031 142850

Company Information

Market Positioning: Leading provider of OLTP application development and management tools for mid-range and mainframe platforms, moving into the open systems market.

Headquarters: Darmstadt, Germany;
Reston, VA

Offices: 30 offices in North America
subsidiaries in most European countries agents and distributors worldwide

Annual Revenues: \$389M (1990 Worldwide) \$450M (1991 Worldwide)

Installed Base: 4700 mainframe sites worldwide
2500 N. America

HP Contract Type: ISV

Product/Service

ADABAS is a high performance database with relational features. An SQL interface will be available in 1992.

NATURAL:4GL is a supporting high performance OLTP in host-based and distributed environments. **NET-WORK** is a remote database access product for client/server processing.

Customer Profile

In North America SAG is strongest in state and local government, education, financial services, oil & gas, and healthcare.

In Europe and the rest of the world SAP is strong in education, government, telecom, oil & gas, aerospace, wholesale distribution, and retail. Customers generally write their own applications; SAG has a limited number of resellers currently.

HP Hardware Supported

HP 9000/8xx, HP 9000/7xx (HP-UX 7.0, 8.0) and HP 3000/900 (porting underway, release Fall '92)

Competitive Hardware

IBM mainframe: MVS, VM; DEC VAX: VMS; UNIX: RS-6000, Sun, Ultrix, SCO, Bull

For More Information

Bob Lyle, HP VAB Representative, (703) 204-2475

Alex Morgan, HP NSG Account Manager, (408) 447-0971

Reinhard Kuebler, HP CSO-Europe Account Mgr, 49 7031 143486

Company Information

Market Positioning: SAI leverages from its position as the #1 AS/400 Authorized Application Supplier to enter the Open Systems marketplace, working with HP-UX platforms on mainframe alternative and midrange replacement deals.

Headquarters: Maumee, OH

Offices: Atlanta, Birmingham, Chicago, Cincinnati, Cleveland, Columbus, Dallas, Dayton, Detroit, Fort Wayne, Grand Rapids, Indianapolis, San Francisco, Tampa, Toledo, and Washington D.C.

Annual Revenues: \$26 million

Installed Base: 4000+ midrange systems

HP Contract Type: Systems Integrator

Product/Service

SAI is the leading provider of turn-key mainframe downsizing solutions and multisite midrange conversions. They act as a general contractor and offer solutions in manufacturing, distribution, retail and financial service accounts. SAI acts as a single source provider and will prime all software and services work. SAI has proven

downsizing and conversion methodologies that focus on Open Systems. SAI also distributes and implements leading manufacturing and distribution packages on HP-UX.

Customer Profile

Fortune 1000 firms with installed IBM 3090, 43XX systems and/or 50 or more S/36, S38, or AS/400's. SAI also targets multisite DEC, WANG, and UNISYS opportunities. Prospect must be interested in Open Systems.

HP Hardware Supported

HP 9000 Series 800

Success Stories

Westinghouse Corporate, International Marketing Group, Owens Corning Fiberglass.

For More Information

Aaron Mills, HP sales representative, (216) 243-7300

Company Information

Market Positioning: SUMMIT serves the top tier of U.S. credit unions, which exceed 2,000 members or \$5 million assets. SUMMIT has 21% market share within this target segment.

Headquarters: Corvallis, OR

Revenues: \$22 million

Installed Base: HP 3000 ~ 210.
Clients include two of the 15 largest credit unions in the U.S.

Product/Service

SPECTRUM is comprehensive, modular software that automates virtually every aspect of a credit union. SPECTRUM is a single data processing solution that is delivered to clients either as an in-house turnkey system or on-line via SUMMIT's data center. SUMMIT is the only HP PSP serving credit unions.

Customer Profile

Average client has \$80 million in assets and 12,000+ members. Typically, clients with assets under \$30 million use SUMMIT's on-line services

HP Hardware Supported

HP 3000

Competitive Hardware

None

For More Information

David Pumper, Vice President of Marketing, SUMMIT
503-758-5888

Company Information

Market Positioning: Supplier of IBM connectivity products for UNIX environments.

Headquarters: New York, NY

Offices: New York, San Francisco, London

HP Contract Type: ISV

Product/Service

SSI offers IBM connectivity products for SNA and Bisync protocols including: 3270, HLLAPI, SNA/RJE, LU6.2, LU0, NetThru, BSC/RJE, SNA Communication Server, BSC Communications Server, and X.25. Products allow connectivity to IBM midrange and mainframe systems.

Customer Profile

Virtually any company with a need to connect to IBM midrange and/or mainframe systems.

HP Hardware Supported

HP 9000 Series 700 (with EISA) and the HP 9000 Series 800 (RTI w/SBX)

Competitive Hardware

IBM, DEC, Sun, NCR, Unisys, and Data General

Success Stories

US West, Walmart, AT&T

For More Information

Len Giacose, HP VAB representative, (201) 599-5248
Alan Kadish, SSI, (212) 279-8400

Company Information

Market Positioning: Top-selling
CASE vendor in
North America and a
leading solution
worldwide with the
#1-rated CASE tool
by Computer World.

Headquarters: Dallas, TX

Offices: Worldwide;
distributed by
James Martin &
Associates in Europe

Annual Revenues: \$6.5 Billion

Installed Base: Installed at
over 50% of Fortune
500

HP Contract Type: ISV

Product/Service

IEF (Information Engineering Facility) is a fully integrated CASE solution implementing the Information Engineering Methodology. IEF automates the entire system life cycle from initial planning through code generation and maintenance.

Customer Profile

Fortune 500 companies

HP Hardware Supported

HP 9000 Series 400, 700 and 800; and X-Terminals

Competitive Hardware

IBM mainframes, RS/6000, DEC VAX, Tandem, TI, Fujitsu, and
Sequent

For More Information

Donna Crowell, HP VAB Representative, (214) 830-8725

Alain Grambert, HP CSO-Europe Account Mgr, 49 7031 143314

Company Information

Market Positioning: Supplier of systems with a range of UNIX-and PICK-compatible database managers, operating environments and niche- specific applications software.

Headquarters: East Hanover, NJ

Offices: U.S., U.K., France, Canada, Australia

Installed Base: Over 150 HP systems sold through Ultimate's dealer network and its subsidiaries

HP Contract Type: Distributor

Product/Service

Ultimate-PLUS provides a migration path for PICK-based applications to UNIX.

Customer Profile

Customers running PICK-based applications on Honeywell or Ultimate systems.

HP Hardware Supported

HP 9000 Series 800

Competitive Hardware

IBM, Honeywell-Bull

For More Information

Tom Greenwood, HP VAB rep, (201) 887-9222 x526

Company Information

Market Positioning: Top provider of
information systems
to credit unions.

Headquarters: Pleasanton, CA

Offices: U.S.-wide

HP Contract Status:
Distributor
Authorized Reseller
(DAR)

Product/Service

Ultrafis is a totally integrated
financial and administrative system
for credit unions. Ultrafis is an
online, real-time system with 4GL
report tools that is designed to
handle high-volume interactive
transaction processing.

Customer Profile

Credit unions

HP Hardware Supported
HP 9000 Series 800

Competitive Hardware
IBM mainframe, RS/6000, Sequoia, and Bull.

Success Stories
Tower Federal (870/100)

For More Information
Nigel Gallop, Ultradata, (415) 463-8356
Tom Greenwood, HP Ultimate Representative, (980) 562-6276

Company Information

Market Positioning: Market's number
two provider of
PICK-to-UNIX
conversion software.

Headquarters: Denver, CO

Installed Base: More than 20
HP systems installed

HP Contract Type: DAR

Product/Service

UniData is ideally suited for converting PICK-based applications to UNIX. It provides an extended relational data model, portability across hardware platforms, and a full set of powerful development tools for building complex commercial applications.

Customer Profile

Appropriate for any customer running a PICK-based application.

HP Hardware Supported

HP 9000 Series 800

Competitive Hardware

IBM, DEC

For More Information

Terry Ohnstad, HP VAB rep, (303) 649-5727

Company Information

Market Positioning: Leading
supplier of 4GL
which provides a
uniform approach to
application design
regardless of
underlying platform
or database.

Headquarters: Alameda, CA

Offices: 17 worldwide offices

Annual Revenues: \$20M

Installed Base: 5,000
development licenses

HP Contract Type: ISV

Product/Service

The Uniface development can be purchased in modules: *Uniface 4GL*, a forms based 4GL; *PolyServer*, allowing distributed data access; *Drivers/bridges*, an interface facility to CASE or databases; and *Ala Carte*, a report writer.

Customer Profile

Uniface targets Fortune 1000 customers who want to standardize or give their developers a single environment and approach to designing applications. Particularly well-suited for customers who have diverse & heterogeneous computing environments.

HP Hardware Supported

MPE/iX, HP-UX

Competitive Hardware

DEC VAX/VMS, UNIX, OS/2, and DOS

For More Information

Anu Shukla, HP Account Manager, (510) 748-6145

Reinhard Kuebler, HP CSO-Europe Acct Mgr, 49 7031 143486

Company Information

Market Positioning: Emerging
technology and
market share leader
with expertise in
IBM mainframe off
loading.

Headquarters: Dallas, TX

HP Contract Type: ISV

Product/Service

VIS/TP allows OLTP COBOL mainframe applications to run on HP-UX in emulation mode. VIS/TP also supports COBOL and C application development. For those mainframe applications requiring access to VSAM and DL/1 databases, VIS/TP allows application integration for cooperative processing.

Target Environment

IBM 360/370, 43xx, 3080x, and 3090 class mainframes installed across all target industries.

For More Information

Kelly Theissen, VISystems VP Mktg, (214) 960-8649

Company Information

Market Positioning: Market leader
providing
PICK-to-UNIX
conversion.

Headquarters: Natick, MA

Installed Base: 4000
installations; over
200 on HP systems

HP Contract Type: Distributor
Authorized Reseller
(DAR)

Product/Service

UNIVERSE is a multi-user commercial application development & execution environment. Universe is a native implementation of the PICK application environment. It interfaces to the UNIX Kernel via standard UNIX calls and utilizes standard UNIX files.

Customer Profile

UNIVERSE is sold primarily to customers already running PICK-based applications.

HP Hardware Supported

HP 9000 Series 800

Competitive Hardware

IBM RS/6000, DEC, Sequent, MIPS

For More Information

Peter Yung, HP VAB rep, (617) 221-5181

Company Information

Market Positioning: Worldwide
supplier of library
automation software.

Headquarters: Blacksburg, VA

Offices: Los Angeles, CA;
Madrid, Spain;
Helsinki, Finland;
Switzerland
(through reseller);
Germany (through
reseller)

Revenues: \$5 million

Installed Base: HP 3000 ~ 125
IBM Mainframe ~ 4
PC ~ 75

Product/Service

Integrated library automation software.

Customer Profile

Public, academic and reference libraries.

HP Hardware Supported

HP 3000

Competitive Hardware

IBM mainframe

For More Information

Bruce Heterick, (703) 231-3605

Company Information

Market Positioning: DBMS for UNIX
servers which is
completely
compatible with
IBM's DB2 database.

Headquarters: Laurel, MD

Product/Service

XDB provides an SQL relational database management system that is completely compatible with IBM's DB2 database. XDB enables customers to offload DB2 applications from an IBM mainframe to an HP 9000 Series 800 Business Server without having to convert databases. XDB Systems also offers XDB-LINK which allows customers to seamlessly link processes running on an HP 9000 to processes running on an IBM mainframe under DB2.

Target Environment

IBM mainframes running DB2 database applications

For More Information

Mike Waters, XDB Systems, (301) 317-6800

Company Information

Market Positioning: Leading
supplier of MRPII
systems for JIT
manufacturers.

Headquarters: Los Angeles, CA

Offices: Los Angeles, San
Francisco,
Minneapolis,
Milwaukee, Chicago,
New York, Boston,
Atlanta, Dallas,
Houston, Nashville,
Tampa, the
Netherlands and the
U.K.

Installed Base: Xerox Computer
Services has a
legacy of IBM
mainframe installed
base customers
running an earlier
version of their
MRPII system. In
the early 1980's
Xerox Computer
Services installed
over 500 IBM 4321
turnkey systems.

HP Contract Type: ISV

Product/Service

CHESS is an advanced 4GL MRPII application first introduced in fall '90. Twenty-five modules are offered that comprehensively address manufacturing, distribution and financial operations. **CHESS** offers powerful feature-rich functionality, unprecedented ease of use, and unparalleled open systems flexibility.

Customer Profile

CHESS is designed for assembly, job shop, or repetitive manufacturers that make-to-order or make-to-stock, or a

combination of both. Suitable for manufacturers with
annual revenue greater than \$10M.

HP Hardware Supported
HP 9000 Series 800

Competitive Hardware
DEC VAX/(VMS); IBM 370 (VSE, VM & MVS); IBM RS6000 (AIX);
AT&T (UNIX V.4), and NCR (UNIX v.4)

For More Information
Sue Harvey, HP VAB Rep, (714) 472-3059

Company Information

Market Positioning: Emerging
technology to
transfer Unisys
mainframe
applications to
UNIX.

Headquarters: Nashville, TN

Product/Service

Zortec's *System Z* product is a 4GL development environment
which converts proprietary Unisys MAPPER and COBOL
applications to HP-UX.

Target Environment

Unisys 1100 mainframes

For More Information

Gary Fitzhugh, Zortec, (615) 361-7000