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## Corporate Business Server Solutions Guide

### Section 1.

#### Introduction

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.

### Section 2.

#### 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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## Section 3. Databases

### 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 .....

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American International Healthcare  
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

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.



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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

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ASK Computer Systems, Inc.  
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.

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*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

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Brock Control Systems  
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

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BSA/Acxiom  
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

*Access* 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. *Access* 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

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Capricorn Data Systems, Inc.  
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

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Cellular Solutions,  
a Telesciences Company  
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

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Cellular Technical Services  
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



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CGI Systems  
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

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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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CHC\*  
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

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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.

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CINCOM  
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.

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### 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

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

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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



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Collier-Jackson/CompuServe  
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

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

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Computer Associates  
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

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CSC Healthcare  
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

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Cyborg  
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

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## Datalogix International 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

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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

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Distribution Resources  
Company (DRC)  
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.



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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

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Dun & Bradstreet Software  
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.

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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

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Dynix, Inc.  
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

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Financial Data Planning Corp.  
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

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Gerber Alley  
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

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HBO\*  
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.

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IISI  
Company Information

Market Positioning:

Niche-focused systems integrator providing conversion services for mainframe downsizing and U.S. distributor of Infsoft'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 Infsoft'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



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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

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Information Builders, Inc.  
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.

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#### 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

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Infsoft  
Company Information

Market Positioning:

Provider of conversion tools especially focused on mainframe downsizing .

Headquarters: Germany

Offices: **U.S.:** Infsoft will distribute ONLY through qualified system integrator licensees; ISI being their major U.S. partner.  
**Germany:** Infsoft 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

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In the U.S. contact IISI, Infosoftware'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

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Integrated Information  
Systems (INTEGRIS)  
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

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Jacksonville Software  
(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

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Lawson  
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



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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

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Oracle (Applications)  
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

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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

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Pacer Software  
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

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

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PeopleSoft  
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

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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

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Pilot Executive Software  
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



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

Market Positioning:

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

Headquarters: Carpenteria, 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

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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

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R&D Systems  
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

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For More Information

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

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

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SAP, AG  
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

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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

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Smith Gardner  
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



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

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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

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Software AG (SAG)  
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.

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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

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Software Alternatives, Inc.  
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

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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

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Summit Information Systems  
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





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System Strategies, Inc  
(a NYNEX company)  
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

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TI (Texas Instruments)  
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

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Donna Crowell, HP VAB Representative, (214) 830-8725  
Alain Grambert, HP CSO-Europe Account Mgr, 49 7031 143314

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The Ultimate Corporation  
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



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Ultradata  
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

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UniData, Inc.  
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

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Uniface Corporation  
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



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Anu Shukla, HP Account Manager, (510) 748-6145  
Reinhard Kuebler, HP CSO-Europe Acct Mgr, 49 7031 143486

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VISystems, Inc.  
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

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VMARK, Inc.  
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

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VTLS, Inc.  
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

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XDB Systems, Inc.  
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

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Xerox Computer Services  
Company Information

Market Positioning:

Leading supplier of  
MRPII systems for  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.

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### Customer Profile

*CHES* 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

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Zortec, Inc.  
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