

Updated as of April 12, 1996

Open Positions at NeXT!

NeXT Software offers a competitive compensation package, including stock options, a comprehensive benefits program and outstanding work facilities.

The NeXT Employee Benefits Program includes a choice of PPO and HMO plans for medical and dental coverages, Prescription Drug Program (PCS), Vision Service Plan (VSP), 401-K Program, Life Insurance, Accidental Death and Dismemberment (AD&D) coverage, STD, LTD, 11 paid Holidays per year and 15 Personal Time Off (PTO) days. NeXT is a smoking-free work environment.

NeXT Software Inc. located in Redwood City, CA is currently searching to fill the following positions. If you are interested in any of the positions described below, please send us your resume **and cover letter**. If you know of persons who may fit these profiles, please inform them about these positions. We are interested in receiving resumes and cover letters from qualified applicants. ***Please send resumes in ASCII or Postscript when using email to transmit resumes.***

NeXT Software Inc. is an equal opportunity employer.

Contact Information:

(unless specified in the description)

E-Mail Resume and Cover Letter to: "resumes@next.com", unless otherwise specified.

Fax to "Staffing" at 415-780-4554

Direct Mail:
Staffing Manager
NeXT Software Inc.
900 Chesapeake Drive
Redwood City, CA 94063

*Please feel free to access "comp.sys.next.announce" or "ba.jobs.offered" for NeXT openings posted to the **Internet** as an alternate method of viewing openings.*

Position Titles:

Regular, Full-Time Positions -

Marketing -

Product Marketing

....Director, Web Product Line

....Director, Frameworks Product Line

....Director, Development Tools Product Line

Professional Services -

Education -

....Senior Technical Trainer

Technical Support -

....Premium Developer Support Engineer

....Premium Systems Support Engineer

....Premium Support Engineer - Europe

Object Expert Engineering Program

....Consulting Engineers - Object Expert Group

-Consulting Engineers - Object Expert Group - Europe
-Web Constructor - Object Expert Group
-Web Constructor - Object Expert Group - Europe
-Project Manager - Object Expert Group
-Area Manager - Object Expert Group

Sales -

-Systems Engineers
-District Sales Managers

Temporary, Full-Time Positions -

Engineering -

-Quality Engineers, Prerelease Group
-Quality Engineers, Test Execution Group

Please send resumes in ASCII or Postscript when using email to transmit resumes.

Product Marketing

Contact Information:

E-Mail Resume and Cover Letter to: "resumes@next.com"
Fax to "Staffing" at 415-780-4554

Please send resumes in ASCII or Postscript when using email to transmit resumes.

Position: Director, Web Product Line
Department: Product Marketing
Location: Redwood City, CA

Primary Responsibility:

For the specific product line of responsibility, deliver superior products to their target users and manage the market position and costs for long-term profitability.

Specific Responsibilities

1. Help define the product strategy
Develop and build consensus on business strategy for creating an \$X million product line of business

Stay close to our customers, be able to characterize why we are successful at accounts

Work closely with R&D to identify new product opportunities within the product line, and quantify their potential through market research

Develop and maintain a thorough understanding of the product's competitive frame

Make sure we understand and create barriers to market entry

Produce product planning documents

Work closely with R&D to enhance existing products, based on customer feedback

2. Help the sales force sell

Drive sales strategy to ensure achievement of revenue and profitability goals

Sales tools Establish and maintain the product's positioning and image, including names, suggested prices, packaging, and all collateral materials

Lead generation Work closely with sales and marketing communication to develop and implement product introductions and on-going marketing programs, such as PR, advertising, trade show/conference seminar attendance, participation, and promotion

Act as technical advisor to marketing and sales departments

3. Manage the product release process

Lead the process of getting the finished product out the door

Produce accurate and timely unit volume forecasts for production and expense planning

Monitor cost of goods and cost of sales to achieve and maintain profitability long-term

Recommend product marketing budget, and maintain actual expenses within approved budget

4. Develop and manage team of product managers

Education, Skills and Experience Required:

- CS Degree; MBA desirable
- Software development experience
- Success launching software tools products (have experienced at least 2 releases of one product)
- Management experience (hire/fire, preferably with record of having the same person(s) work for them for longer than one year)
- Knowledge of object technology or client-server development tools market

Position: Director, Frameworks Product Line
Department: Product Marketing
Location: Redwood City, CA

Primary Responsibility:

For the specific product line of responsibility, deliver superior products to their target users and manage the market position and costs for long-term profitability.

Specific Responsibilities:

1. Help define the product strategy

Develop and build consensus on business strategy for creating an \$X million product line of business

Stay close to our customers, be able to characterize why we are successful at accounts

Work closely with R&D to identify new product opportunities within the product line, and quantify their potential through market research

Develop and maintain a thorough understanding of the product's competitive frame

Make sure we understand and create barriers to market entry

Produce product planning documents

Work closely with R&D to enhance existing products, based on customer feedback

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Drive sales strategy to ensure achievement of revenue and profitability goals

Sales tools Establish and maintain the product's positioning and image, including names, suggested prices, packaging, and all collateral materials

Lead generation Work closely with sales and marketing communication to develop and implement product introductions and on-going marketing programs, such as PR, advertising, trade show/conference seminar attendance, participation, and promotion

Act as technical advisor to marketing and sales departments

3. Manage the product release process

Lead the process of getting the finished product out the door

Produce accurate and timely unit volume forecasts for production and expense planning

Monitor cost of goods and cost of sales to achieve and maintain profitability long-term

Recommend product marketing budget, and maintain actual expenses within approved budget

4. Develop and manage team of product managers

Education, Skills and Experience Required:

- CS Degree; MBA desirable
- Software development experience
- Success launching software tools products (have experienced at least 2 releases of one product)
- Management experience (hire/fire, preferably with record of having the same person(s) work for them for longer than one year)
- Knowledge of object technology or client-server development tools market

Position: Director, Development Tools Product Line
Department: Product Marketing
Location: Redwood City, CA

Primary Responsibility:

For the specific product line of responsibility, deliver superior products to their target users and manage the market position and costs for long-term profitability. This position will play a significant role in assisting in the definition of the product strategy, assisting the sales force to sell, manage the product release process and develop and manage team of product managers.

Job Requirement:

CS Degree; MBA desirable. Software development experience. Success launching software tools products (have experienced at least 2 releases of one product). Management experience (hire/fire, preferably with record of having the same person(s) work for them for longer than one year). Knowledge of object technology or client-server development tools market.

Education

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Position: Senior Technical Trainer
Department: Professional Services/Education
Location: Redwood City, CA
Washington, DC

Primary Responsibilities:

NeXT Software, Inc. is looking for senior technical trainers to teach NeXT customers about the NEXTSTEP / OpenStep object-oriented development environment. Trainers will develop and deliver courses on a variety of development topics in one of three formats: open enrollment in NeXT training facilities; on-site at customer sites; and customized as part of long-term education packages deployed at customer sites.

Job Requirements:

Bachelors degree in Computer Science, Engineering, Math, or Physics, or related fields. Three to four years software development experience with C, Pascal, or Ada. One to two years software development experience in object-oriented environments such as NEXTSTEP, Smalltalk, or LISP. Three to four years relevant work experience and experience developing applications using SQL for a relational database such as Sybase, Oracle, or Informix; or experience with at least one industry-standard object-oriented analysis and design methodology.

Additional Success Factors:

Good written and verbal communication skills. Good presentation skills. Travel to NeXT training facilities and customer sites is required. Previous training experience is a plus.

Object Expert Engineering

Contact Information:(unless specified in the description)

E-Mail Resume and Cover Letter: "resumes@next.com"

Fax to "Staffing" at 415-780-4554

Please send resumes in ASCII or Postscript when using email to transmit resumes.

- Position:** Consulting Engineers, Object Expert Program
- Department:** Professional Services/Consulting Engineers
- Locations:** New York, NY (Manhattan)
Washington, DC
San Diego, CA

Primary Responsibilities:

The Consulting Engineer will provide expedient technical assistance and proactive information to keep NEXTSTEP projects moving forward through first hand exposure to a customer's business goals, hands-on access to project specifications and designs, and face-to-face relationship building with project leaders, development teams, and third parties. This dedicated NeXT engineer will be a focal point for the resolution of day-to-day project issues and will act as the customer's conduit to the expertise of NEXT's Premium Support and Engineering staff who specialize in various aspects of NEXTSTEP.

Job Requirements:

Bachelors degree in related field such as Math, Physics, Computer Science or Engineering. At least four years of software

development experience, with at least two years of experience in NEXTSTEP development preferred. A solid understanding of the software development process, including object oriented analysis & design.

Additional Success Factors

Prior experience with setting and managing customer expectations is a plus.

Position: Consulting Engineers, Object Expert Program
Department: Professional Services/Consulting Engineers - Europe
Location: Based in London area, Paris, or Germany

Primary Responsibility:

The Consulting Engineer will provide expedient technical assistance and proactive information to keep NEXTSTEP projects moving forward through first hand exposure to a customer's business goals, hands-on access to project specifications and designs, and face-to-face relationship building with project leaders, development teams, and third parties. This dedicated NeXT engineer will be a focal point for the resolution of day-to-day project issues and will act as the customer's conduit to the expertise of NEXT's Premium Support and Engineering staff who specialize in various aspects of NEXTSTEP.

Job Requirements:

First degree in Computer Science, Engineering, Mathematics, Physics, or related field. Four or more years experience software development experience, with at least two years of experience in NEXTSTEP development. A solid understanding of the software development process, including object oriented analysis & design.

Additional Success Factors:

Excellent communication skills. Prior experience with setting and managing customer expectations is a plus.

Please contact Peter Forrow, Director Professional Services, Europe at pforrow@next.com or phone on +44 1628 535222

Note: Some medical and other benefits may not apply as described above for employees hired in Europe.

Position: Web Constructor, Object Expert Program
Department: Professional Services/Consulting Engineers
Location: Redwood City, CA
Washington, DC
Austin, TX

Primary Responsibilities

NeXT's Web Constructors are responsible for converting our Web Objects products into real business solutions for customers. Often working at the customer's site, they work closely with the customer to identify requirements and goals for proof-of-concept or production web sites, identifying any necessary integration with customer legacy databases or systems. Web Constructors bring specialist knowledge and experience of NeXT's Web Objects technology and the Internet and WWW infrastructure to bear in order to deliver real solutions to business problems in a fraction of the time taken using alternative tools.

Skills, Education and Experience Requirements

Bachelors degree in Computer Science, Engineering, Mathematics, Physics, or related field. Two or more years of software development experience, with a solid working knowledge of Object Oriented software development. Up-to-date and detailed technical knowledge of the Internet and WWW, ideally gained within a project context. At least six months experience with HTML, Perl, and CGI. A solid understanding of the software development process, including object oriented analysis & design.

Additional Success Factors

Experience in NEXTSTEP development preferred. Excellent communication skills. Prior experience with setting and managing customer expectations is a plus. Willingness to travel 50-75% of the time.

Position: Web Constructor, Object Expert Program
Department: Professional Services/Consulting Engineers - Europe
Location: Based in the London area, Paris or Germany

Primary Responsibilities

NeXT's Web Constructors are responsible for converting our Web Objects products into real business solutions for customers. Often working at the customer's site, they work closely with the customer to identify requirements and goals for proof-of-concept or production web sites, identifying any necessary integration with customer legacy databases or systems. Web Constructors bring specialist knowledge and experience of NeXT's Web Objects technology and the Internet and WWW

infrastructure to bear in order to deliver real solutions to business problems in a fraction of the time taken using alternative tools.

Job Requirements

Degree in Computer Science, Engineering, Mathematics, Physics, or related field. Two or more years software development experience, with a solid working knowledge of Object Oriented software development. Up-to-date and detailed technical knowledge of the Internet and WWW, ideally gained within a project context. A solid understanding of the software development process, including object oriented analysis & design.

Additional Success Factors

Prior experience with setting and managing customer expectations is a plus.

Please contact Peter Farrow, Director Professional Services, Europe at pforrow@next.com or phone on +44 1628 535222.

Note: Some medical and other benefits may not apply as described above for employees hired in Europe.

Position: Project Manager, Object Expert Program
Department: Professional Services/Consulting Engineers
Location: Washington, DC

Primary Responsibilities:

The primary goal for the Object Expert (OE) program is to accelerate our customers' mission critical application development efforts and ensure that these applications are architected for performance, scalability, and code re-use. This means ensuring that the customer has the right mix of development staff, a sound design, a scalable architecture, an efficient implementation, and an effective deployment plan.

The Project Manager is responsible for managing all aspects of the relationship between NeXT and a given customer. This includes managing all the OEs working on-site with the customer, overseeing the projects under development, and managing the customers expectations vis-a-via NeXT's products and the OEs services. This role also includes significant technical contribution. The project manager should be able to serve as the key technical architect for the account, reviewing and overseeing all major design and technology decisions.

Job Requirements:

Bachelors degree in related field such as Math, Physics, Computer Science or Engineering. At least six years of software development experience, with at least three years of experience in NEXTSTEP development. A solid understanding of the software development process, including object oriented analysis & design. At least two years of project management and customer management expertise.

Position: Area Manager, Object Expert Group
Department: Professional Services/Consulting Engineers
Location: Washington, DC
Redwood City, CA

Primary Responsibilities:

The primary goal for the Object Expert (OE) program is to accelerate our customers' mission critical application development efforts and ensure that these applications are architected for performance, scalability, and code re-use. This means ensuring that the customer has the right mix of development staff, a sound design, a scalable architecture, an efficient implementation, and an effective deployment plan.

The Area Manager is responsible for all the Consulting business in their specific geographic territory. This includes both engineering services business delivered as part of the Object Expert program as well as the Web Constructor program. They work closely with the sales team to close new business, hire the consulting engineers, and manage the projects and accounts related to this business. Over time, P&L responsibility will be pushed down to the Area level.

Job Requirements:

Bachelors degree in related field such as Math, Physics, Computer Science or Engineering. At least seven years of software development experience, with at least two years of experience in NEXTSTEP development. A solid understanding of the software development process, including object oriented analysis & design. At least two years of project management and customer management expertise.

Additional Success Factors:

Experience with Enterprise Object Framework and Portable Distributed Objects a plus. Previous experience managing an engineering services business is a plus.

Technical Support

Contact Information:

E-Mail Resume and Cover Letter: "resumes@next.com"

Fax to "Staffing" at 415-780-4554

Please send resumes in ASCII or Postscript when using email to transmit resumes.

Position: Premium System Support Engineer
Department: Professional Services/Technical Support
Location: Redwood City, CA
Washington, DC
Austin, TX

Primary responsibility:

Lead technical contact for multiple corporate accounts including on-site support for critical issues. Provide solutions to technical problems for system administrators in a variety of areas of NEXTSTEP and UNIX system administration.

Job Requirements:

Bachelors Degree in Computer Science or equivalent. Knowledge of NEXTSTEP system administration. At least one

year's experience working with NetInfo, or at least three years' experience with low-level support of IP-based networks. At least one year's experience with UNIX-based system administration and IP-based network administration issues relating to large installations. Excellent problem solving and problem avoidance skills Excellent written and oral communication skills

Additional Success Factors:

Experience in one of more of the following: on-site system administration support, network application development, Microsoft Windows NT networking, or classroom training. Experience with HTML and Web-server administration a plus.

Position: Premium Developer Support Engineer
Department: Professional Services/Technical Support
Locations: Redwood City, CA
Washington, DC
Austin, TX

Primary Responsibilities:

Lead technical contact for selected corporate accounts including on-site support for critical issues. Provide solutions to technical problems for developers in a variety of areas of NEXTSTEP and objected oriented program design.

Job Requirements:

Bachelors Degree in Computer Science or equivalent. Knowledge of NEXTSTEP development and object oriented

programming. At least one year of commercial experience in Mission Critical Custom Application development, object oriented design, rapid prototyping of productivity applications, or use of object orientated programming languages such as C, Objective C, or C++. Excellent problem solving and problem avoidance skills. Excellent written and oral communication skills

Additional Success Factors

NEXTSTEP development experience with DBKit and/or EOF, on-site development support, or classroom training experience. Experience in database development, distributed application development using Distributed Objects, RPC, or sockets, or Microsoft Windows development. Experience with HTML and Web-server administration a plus.

Title: Premium Support Engineer
Department: Professional Services/Technical Support - Europe
Location: London

Primary Responsibilities:

Designated phone and on-site technical support contact for selected corporate customers developing and deploying custom NEXTSTEP/OPENSTEP applications.

Job Requirements:

Degree in Computer Science or equivalent. In depth knowledge of NEXTSTEP/OPENSTEP development, and object oriented programming. At least one year of commercial experience in the use of object-oriented programming languages such as Objective C or C++, Object Oriented design, rapid prototyping of productivity applications, or account

management/on-site technical support. Excellent problem solving and problem avoidance skills. Excellent written and oral communication skills

Additional Success Factors:

NEXTSTEP development experience with DBKit and/or EOF. Development experience in network applications or databases. Distributed application development using Distributed Objects, RPC, or sockets. Microsoft Windows NT networking and development a plus. Experience with HTML and Web server administration. Previous experience as an on-site development support or with classroom training. Native French and/or German language skills preferred.

Please contact Manavendra Thakur, Technical Support, Europe at mthakur@next.com or phone on +44 1628 535222.

Note: Some medical and other benefits may not apply as described above for employees hired in Europe.

Sales

Contact Information:

E-Mail Resume and Cover Letter: "resumes@next.com"
Fax to "Staffing" at 415-780-4554

Please send resumes in ASCII or Postscript when using email to transmit resumes.

Position: **Systems Engineers**
Department: **Sales**
Locations: **Chicago, IL**
 New York, NY
 Boston, MA
 Minneapolis, MN
 Atlanta, GA
 Seattle, WA
 San Francisco, CA Bay Area

Primary Responsibilities

The Systems Engineer is the technical business partner to a District Sales Manager (DSM) facilitating the business and revenue goals by providing consistent, high quality, technical support and assistance as well as input on qualification and business strategies. Reports to the Regional Systems Engineering Manager.

Specific Responsibilities

- Pre-sales*
- Work with DSM to establish specific account plans and strategies
 - Analyze sales prospects' requirements and propose the best possible NeXT solution

- Create and deliver demonstrations, presentations, and/or prototypes which map features and benefits of NeXT's Windows™, Web and Unix products to prospects' needs
- Provide on-going technical support to qualified prospects conducting evaluations. This may include: hands-on training, custom programming, third-party software integration, trouble-shooting, technical consultation, software installation and hardware configuration
- Develop new technical skills that support NeXT's Windows™, Web and Unix products
- Respond to the technical sections of RFP's and assist DSM in determining feasibility and business justification
- Monitor market and competitive trends
- Prepare and perform competitive analysis when appropriate

Regional Technical Support

- Draw upon competitive knowledge and industry experience to advise sales reps of NeXT's positioning
- Provide on-going technical support of the demonstration environment: update system and demonstration software, communicate status, trouble-shoot problems

Marketing and Product Support

- Assist other organizations with product input, pre-release support and feedback
- Support trade shows, conferences, and marketing events

Communications Skills

- Excellent written and verbal communications are essential
- Ability to convey ideas and solutions in a clear, positive, and concise manner
- Skills must include listening, presentation, demonstration, and telephone support abilities

- Ability to develop professional technical & business presentations and deliver them to all levels in an organization

Education & Experience Required

B.S. Degree in Computer Science, Mathematics, Physics, or Engineering. Three or more years experience in computer science or systems consulting/engineering in a sales environment. Substantial experience in one or more of the following areas: software development; object-oriented programming; C, C++, Objective-C or other OO language; Windows/NT and Unix; Web technology; client/server development, application partitioning and distributed programming; RDBMS or OODBMS; communications & networking.

Position: District Sales Managers
Department: Sales
Location: Chicago, IL
Minneapolis, MN
San Francisco, CA
Washington, DC
Raleigh, NC
Atlanta, GA

Primary Responsibility
To sell NEXTSTEP, OPENSTEP and related NeXT software products and support services to F1000 corporations.

Specific Responsibilities

- Prospect for, qualify new accounts and sell NeXT products to maximize revenue and customer satisfaction
- Maximize sales of OPENSTEP and related software and Professional Services products to the existing customer base
- Help customers solve enterprise-wide client-server problems through the use of OPENSTEP object-oriented software development products.
- Work with strategic OEM and integration partners to maximize account penetration and revenues
- Perform marketing presentations during industry-specific seminars and trade-shows
- Perform product demonstrations, both with and without the assistance of Systems Consultants
- Manage account relationships within designated territory

Skills, Education and Experienced Required

- Bachelors Degree in Business, Marketing, Engineering, Computer Science or equivalent experience
- Minimum of 4-6 years of successful high-tech sales track record, exceeding quota/goal
- Outstanding verbal, written and presentation communication skills
- Excellent demonstration and evidence of advanced technical selling skills
- Ability to work with little direction to manage an account territory
- Knowledge and understanding of software industry, preferably with sales experience in object-oriented development tools or similar technology (long sales cycle, customer and market education)
- Initiative, entrepreneurial spirit, energy and desire to be part of a start-up environment

Temporary, Full-Time Positions -

Engineering

Contact Information:

E-Mail Resume and Cover Letter: "resumes@next.com"

Fax to "Staffing" at 415-780-4554

Please send resumes in ASCII or Postscript when using email to transmit resumes.

Position: Quality Engineers, Prerelease Group

Department: Software Quality

Location: Redwood City, CA

The **Prerelease Group** of NeXT's Software Quality Department is now hiring for several full-time temporary positions in Redwood City.

NeXT Computer Inc
900 Chesapeake Drive
Redwood City - CA 94063
FAX: (415)780-4554

resumes@next.com

This job has these benefits, among others:

- First-hand access to the most current (and future) versions of NEXTSTEP
- Furthering your knowledge of NEXTSTEP and other NeXT products
- Experience using new hardware running NEXTSTEP
- Probable career-track to NeXT Engineering

The job description is as follows:

- Process incoming bugs and suggestions from NEXTSTEP customers
- Verify (try to duplicate) bug reports
- Communicate with customers to get further information
- Submit bug reports to NeXT's Software Engineering team
- Assist with distribution of Prerelease software to sites
- Customer support (installation and configuration issues)
- General assistance within the SQA/Prerelease Program

Requirements:

- 1 or more years hands-on experience with NEXTSTEP
- Have good verbal and written communication skills
- Be well organized and detail-oriented
- Be a fast learner

Highly Preferred:

- NEXTSTEP programming experience
- NEXTSTEP and other networking experience
- Familiarity with SQL
- Experience with EOF and/or PDO
- Experience using commercial NEXTSTEP software

Important note:

· These positions are at NeXT headquarters in Redwood City, CA. Moving and housing expenses will not be reimbursed.

Please email (ASCII, RTF or PostScript), fax or mail your resume to:

NeXT Computer Inc
 900 Chesapeake Drive
 Redwood City - CA 94063
 FAX: (415)780-4554
 resumes@next.com

Position: Quality Engineers, Test Execution Group
Department: Software Quality
Location: Redwood City, CA

The **Test Execution Group** of NeXT's Software Quality Department is now hiring several Temporary employees for Quality Engineer positions in Redwood City.

This job has these benefits, among others:

- First-hand access to the most current versions of NeXT products
- Experience using new hardware running NEXTSTEP
- Furthering your knowledge of NEXTSTEP and other NeXT products
- Extremely pleasant working environment
- Probable career-track to NeXT Engineering and other Departments

The job description is as follows:

- Performance, stress, regression and functionality testing of software (with and without formal testplans), both manual and automated, for the full range of NeXT products
- Database querying and reporting
- Writing of testplans
- Writing test reports
- Communicating to Software Quality Department managers and software engineers
- Devising and implementing of increasingly efficient testing and reporting processes
- Peer training of new hires (other Temporary employees)
- Attending and reporting on Cross-Functional Team meetings

Requirements:

- 2 or more years hands-on experience with NEXTSTEP

- Have good verbal and written communication skills
- Be well organized, detail-oriented, and punctual
- Be a fast learner (new software, methodologies and processes) with a willingness to learn new technologies and systems.
- Knowledge of C, Objective C, Shell programming (csh, sh, zsh, Bourne) helpful
- In-depth knowledge of UNIX and UNIX system administration
- Knowledge of NEXTSTEP networking tools and daemons
- In-depth knowledge of NEXTSTEP hardware systems internals (CISC and RISC)
- Familiarity with other NeXT products, EOF, PDO, NEXTIME

Preferred:

- NEXTSTEP or Unix programming experience
- Experience using commercial NEXTSTEP software
- Deductive logic, troubleshooting and analytical skills
- Comfortable with e-mail communications

Location:

- This position is at NeXT headquarters in Redwood City, CA.

Company Overview

NeXT develops and markets OPENSTEP, the first volume object standard for developing cross-platform, object-oriented

applications, and WebObjects, NeXT's revolutionary software for building object-oriented applications for deployment on the World Wide Web. Both OPENSTEP and WebObjects add value to today's businesses by simplifying and speeding the development cycle for writing distributed client/server applications.

OPENSTEP allows organizations to use NeXT's object-oriented development tools and frameworks to rapidly build three-tier client/server business applications for deployment on heterogeneous computing environments. Implementations of OPENSTEP have been announced for many popular desktop and server operating systems, including NeXT's MachOS, Sun's Solaris, Digital's UNIX, and Microsoft's Windows 95 and Windows NT.

WebObjects allows organizations to take advantage of business, marketing, and communications opportunities on the World Wide Web by building platform-independent, Web-based applications with NeXT's object-oriented development tools.

NeXT's mission is to lead the object revolution and be the leading supplier of object technology for desktop and server operating systems in the corporate marketplace. To achieve this goal, NeXT provides complete business solutions that combine the power of NeXT's proven object technology with unparalleled professional services. In addition, NeXT continues to define and provide open object technology standards and premier software products for developing distributed applications for deployment across multiple operating system platforms and the World Wide Web.

NeXT's principal products include:

- OPENSTEP, an object-oriented application programming interface (API) for creating scalable three-tier client/server applications for deployment across multiple operating systems. OPENSTEP is based on the NEXTSTEP operating system,

opening up NeXT's robust development environment to other operating systems. OPENSTEP implementations have been announced for Sun's Solaris, Digital's UNIX, Microsoft's Windows 95 and Windows NT.

- WebObjects, a suite of object-oriented development tools and a web server for building platform-independent applications using existing backend processes and deploying them on the World Wide Web.
- Portable Distributed Objects (PDO), OPENSTEP's dynamic object model that enables objects to be distributed across a heterogeneous network of OPENSTEP and NEXTSTEP clients and a variety of server platforms including HP-UX, SunOS, Solaris, Digital UNIX, and Windows NT.
- Distributed OLE for Windows (D'OLE), PDO for the Windows 95 and Windows NT platforms and an object request broker (ORB) that allows for transparent messaging between OPENSTEP and OLE/COM objects.
- Enterprise Objects Framework, an object-oriented framework that enables developers to construct reusable business objects that combine business logic with persistent storage in industry-standard relational databases. Business objects can be deployed on OPENSTEP, NEXTSTEP, or Distributed OLE for Windows clients and PDO servers.
- NetInfo, an object-oriented network and system administration solution for installing, maintaining, and managing complex wide-area networks on a wide variety of operating systems, including NEXTSTEP, HP-UX, SunOS, Solaris, Digital UNIX, IBM AIX, and Auspex.
- OPENSTEP/NEXTSTEP Developer, an application development environment with a comprehensive set of tools for building complex applications that can be deployed on heterogeneous client/server networks running OPENSTEP, NEXTSTEP, PDO,

and Enterprise Objects Framework.

· NEXSTEP, an operating system optimized for developing and deploying object-oriented applications. NEXSTEP delivers the premier graphical user interface, extensive connectivity, database access, multi-tasking, information linking, and a powerful, object-oriented architecture for Mach 486, Sun SPARC, HP PA-RISC, and Intel machines.

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