



Corporate Backgrounder

The groupware paradigm originally sought to improve the productivity of workgroups on a network. But the benefits of first-generation groupware products have often appealed more to organizations than to individuals. The result of this disparity is that, because individual users receive few direct benefits from using these products, they aren't motivated to use them. Thus, the only way to realize an actual productivity gain from most groupware applications has been to issue a mandate from the top requiring people to use them.

Sarrus takes a different approach.

Sarrus provides group-oriented applications that are so compelling that individual users can't live without them. We achieve this end by careful choice of leveraged applications, next-generation user interface design, and extensive testing of prototypes in the field. Because they are usable and beneficial for individual users as well as for groups and organizations, Sarrus applications experience a significantly higher Application Usage Rate than comparable products on other platforms, often as high as 98%. With a high Application Usage Rate, mandates from management become unnecessary.

With a sufficient user base, the group-oriented capabilities of the software come into play. Group scheduling, for example, requires a 50% minimum penetration rate within the user base, the point at which users naturally begin to share scheduling information and improve their work processes.

Sarrus focuses on creating products that yield scalable productivity gains for large numbers of individuals in enterprise computing environments. Sarrus products focus on improving work *processes* rather than on improving work *products*. Sarrus product offerings currently include Pencil Me In, the leading personal and group scheduling application on NEXTSTEP, and SBook 4.0, the intelligent directory for NEXTSTEP.

Sarrus products are used by enterprise customers worldwide.

Since its founding in 1991, Sarrus Software, Inc. has become the leading vendor of Group Information Management (GIM) solutions on NEXTSTEP. Headquartered in Foster City, California, Sarrus markets its products worldwide through resellers and directly to end users.

