

Tandem

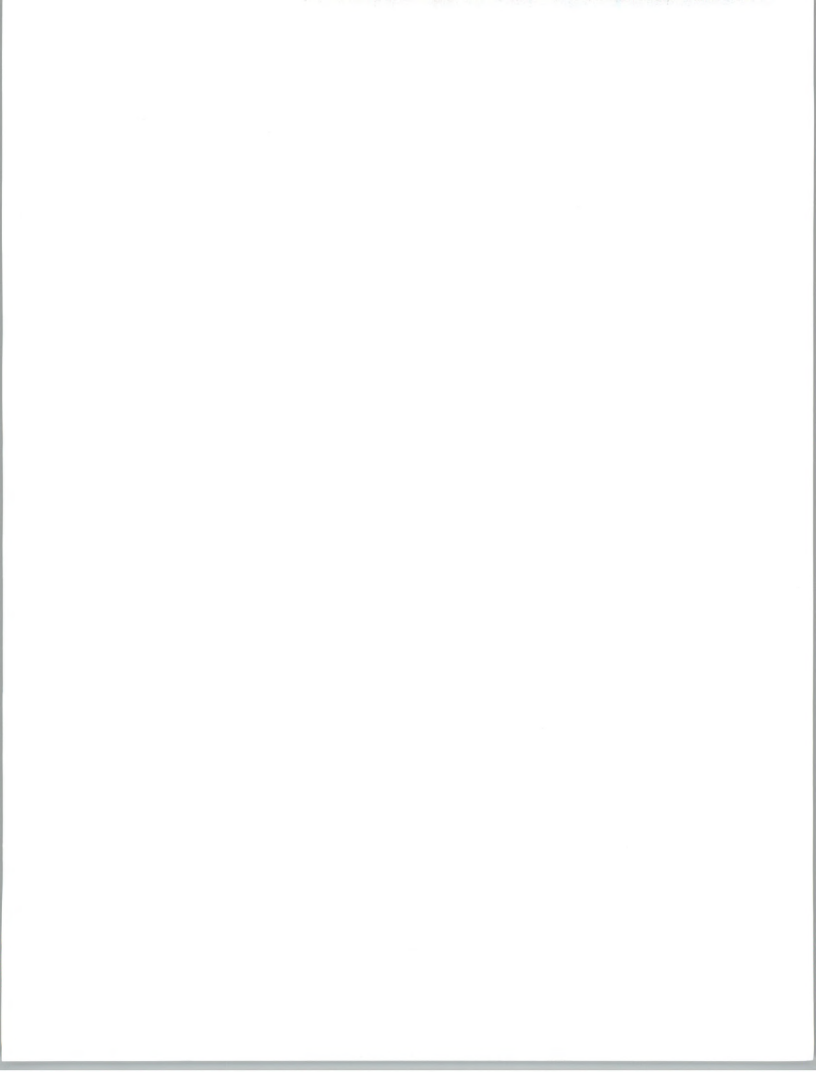
Client/Server Strategy

- Fault tolerance and high availability for client/server (Himalaya Range)
- “Instant Information Everywhere”
- Client/Server as a customer service/customer delivery tool
- Shift away from proprietary systems

MC3-DR-1

INPUT

Notes



Tandem

INPUT Analysis

- Fierce market → forced layoffs, hurt profits (Q3,'93)
- Himalaya Range must succeed
- UNIX-based OLTP focus for client/server strategically wise

MC3-DR-2

INPUT

Notes



GUPTA

Client/Server Strategy

- Develop/market easy-to-use, scalable, open software
- Build on success in comprehensive PC-based systems
- Enhance compatibility through alliance programs (ISV, NCP)

MC3-DR-3

INPUT

Notes

GUPTA

INPUT Analysis

- Good products, smart market focus, successful results
- Support and marketing need improvement
- Comprehensive vision faces competition (Powersoft, KnowledgeWare)

MC3-DR- 4

INPUT

Notes



Andersen

Client/Server Strategy

- Business Integration (BI) philosophy
- Strategic partnering (BIP program)
- Comprehensive software/service provisions

MC3-DR-5

INPUT

Notes

the 1990s, the number of people in the world who are under 15 years of age is expected to increase by 1.5 billion.

As the world's population grows, the demand for food and other resources will increase. This will put pressure on the environment and on the world's food supply. It is important that we find ways to meet this demand without harming the environment or the world's food supply.

One way to do this is to use sustainable agriculture. Sustainable agriculture is a way of farming that uses natural resources in a way that will not harm them. It uses methods that are good for the environment and that will help to keep the world's food supply safe for the future.

Another way to do this is to use sustainable development. Sustainable development is a way of using the world's resources that will not harm them. It uses methods that are good for the environment and that will help to keep the world's resources safe for the future.

There are many other ways to do this. We need to find ways to meet the world's growing demand for food and other resources without harming the environment or the world's food supply. We need to find ways to use the world's resources in a way that will not harm them.

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Andersen

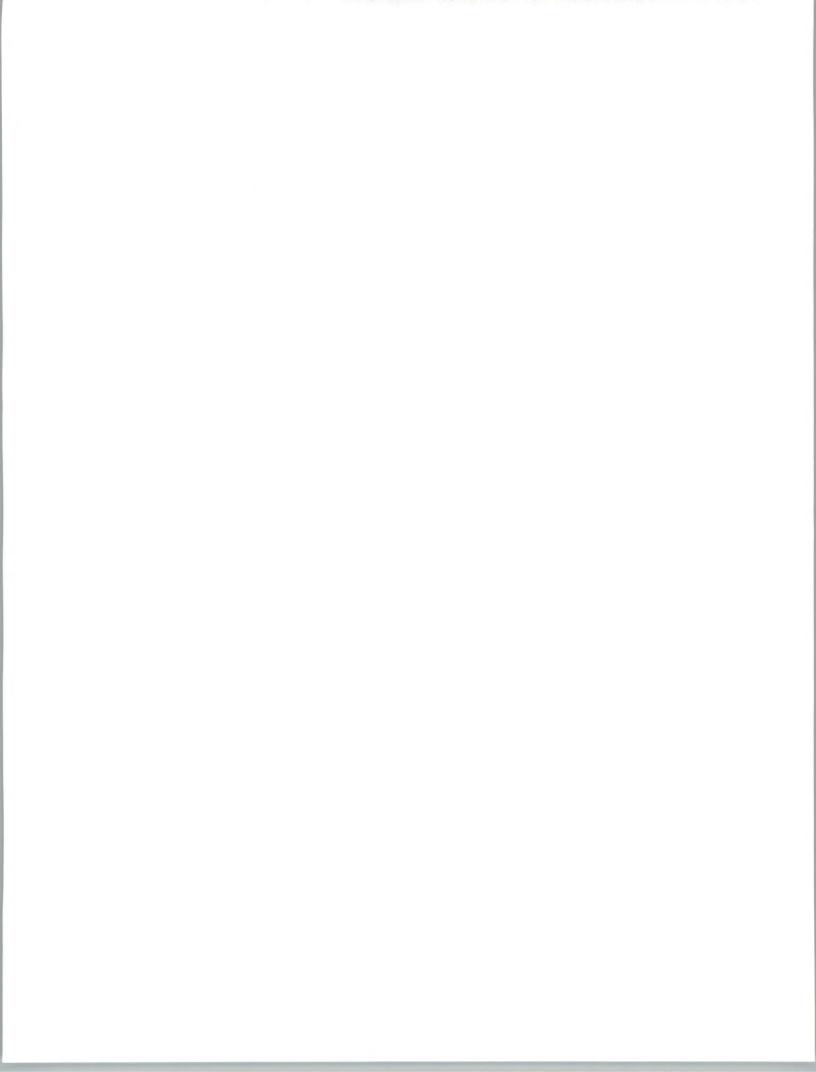
INPUT Analysis

- Powerful, dynamic tools (Foundation)
- Business Integration=intelligent, successful strategy
- Well positioned, focused for client/server

MC3-DR-6

INPUT

Notes



EDS

Client/Server Strategy

- Match technology to customer business needs
- Help customers define/implement client/server solutions (Right Step Program)
- Explore/develop new client/server technology

MC3-DR-7

INPUT

Notes

EDS

INPUT Analysis

- Multi-platform, multi-application expertise
- Deep understanding of business/industry needs
- Substantial experience and resources

MC3-DR-8

INPUT

Notes

OpenVision

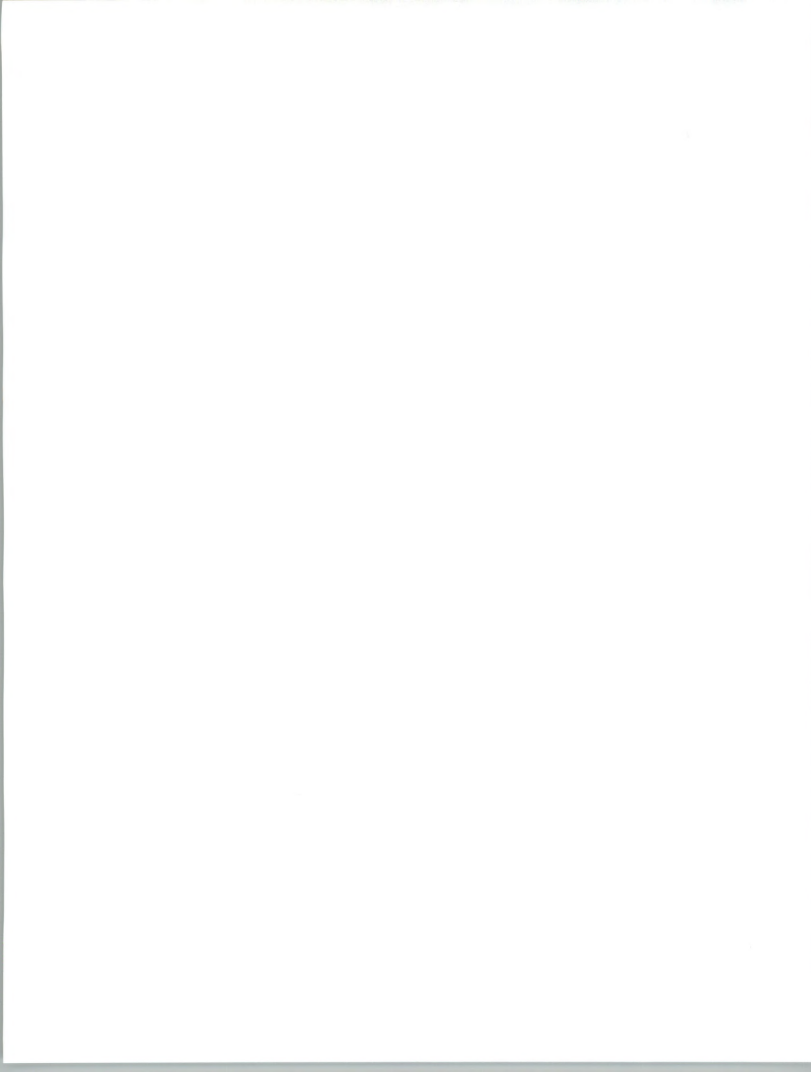
Client/Server Strategy

- Offer all-encompassing client/server system (OpenV*OPSS)
- "Customer-centric" service
- Strategic acquisition/alliance practices

MC3-DR-9

INPUT

Notes



OpenVision

INPUT Analysis

- Young company, old experience (Mike Fields, Oracle)
- OpenV*OPSS not a “make-or-break” product
- Successful integration/development of acquired products

MC3-DR-10

INPUT

Notes



Microsoft

Client/Server Strategy

- Windows=fundamental client/server structure
- Develop and market for low-through high-end users
- Continuous development, end-user focus (Hermes, Cairo)

MC3-DR-11

INPUT

Notes

Microsoft

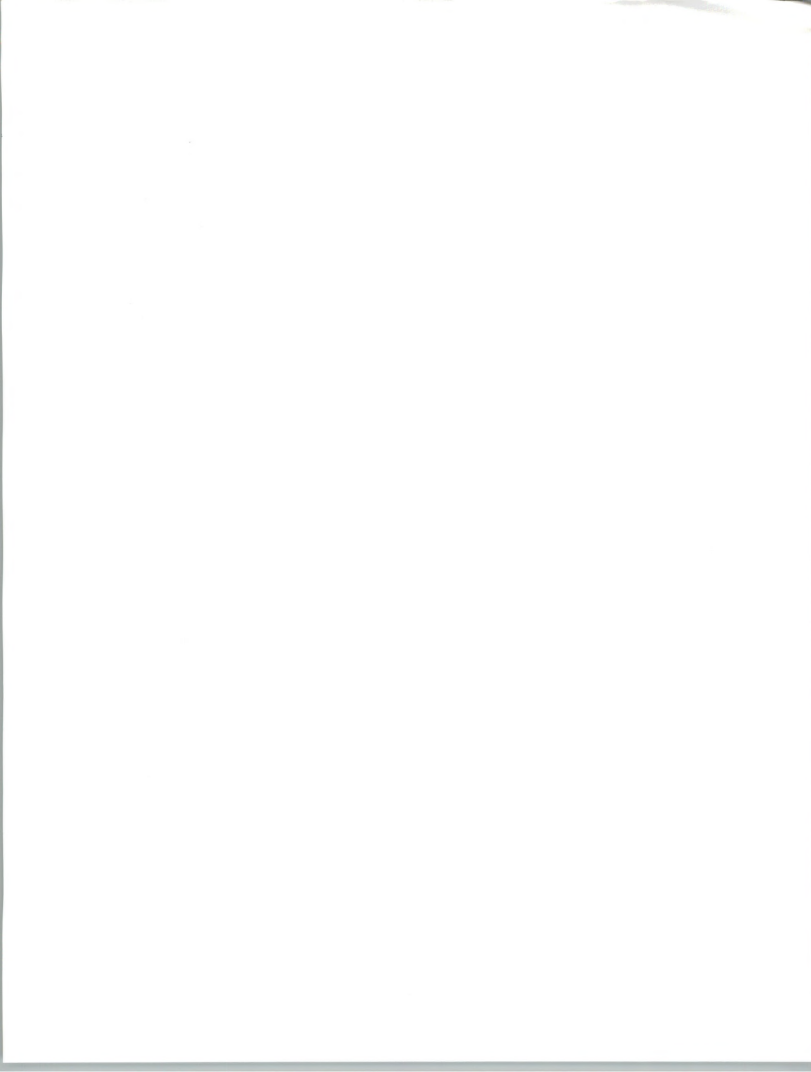
INPUT Analysis

- Position=top end-user GUI vendor
- NT is ambitious, but not proven
- NT, HERMES focus of extreme competition

MC3-DR-12

INPUT

Notes



Digital

Client Server Strategy

- Integrate technology, expertise, and industry focus
- New, comprehensive client/server services and business practices
- October 12, 1993—Over 170 new, C/S-focused products (Largest product announcement in Digital's history)

MC3-DR-13

INPUT

Notes



Digital

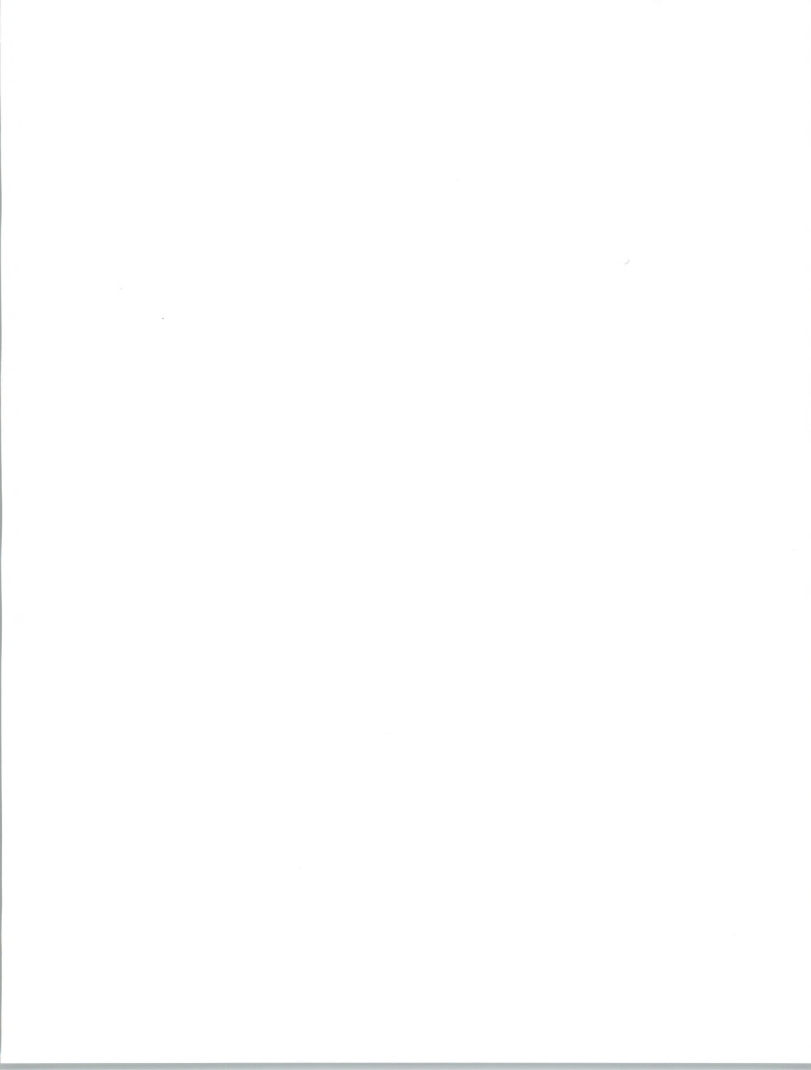
INPUT Analysis

- Acting on the need to change
- Positioned to provide client/server to installed base, and new customers
- Intriguing, strategic product direction

MC3-DR-14

INPUT

Notes



Intersolv

Client/Server Strategy

- Open applications development, regardless of platform mixture
- "Mix and match" hardware, networks, and software development
- Fast, cost-effective development to give customers competitive advantages

MC3-DR-15

INPUT

Notes



Intersolv

INPUT Analysis

- Competitive player in applications development market
- Strategic alliances (ex. Powersoft, Digitalk) bolstering market presence, installed base
- Modular product strategy—avoiding problems of being “all encompassing” solutions vendor

MC3-DR-16

INPUT

Notes



Powersoft

Client/Server Strategy

- LAN-focused applications development
- Client/Server Open Development Environment (CODE) partner program of alliances
- "Object Easy, SQL Smart, Windows Rich, MIS Friendly" product design

MC3-DR-17

INPUT

Notes



Powersoft

INPUT Analysis

- One product company—risky position
- Strong competition—Gupta, KnowledgeWare, Microsoft
- PowerBuilder successful, but still evolving
- CODE program serving well

MC3-DR-18

INPUT

Notes



Digital

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- Integrate technology, expertise, and industry focus
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Digital

INPUT Analysis

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Intersolv

Client/Server Strategy

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INPUT Analysis

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- Modular product strategy -- avoiding problems of being "all encompassing" solutions vendor



Powersoft

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- "Instant information everywhere"
- Client/Server as a customer service/customer delivery tool
- Shift away from proprietary systems

MC3-DR-1

INPUT

Tandem

INPUT Analysis

- Fierce market → forced layoffs, hurt profits (Q3,'93)
- Himalaya Range must succeed
- ^{UNUSUAL-BASED} OLTP focus for client/server strategically wise

MC3-DR-2

INPUT

GUPTA

Client/Server Strategy

- Develop/market easy-to-use, scalable, open software
- Build on success in comprehensive PC-based systems
- Enhance compatibility through alliance programs (ISV, NCP)

MC3-DR-3

INPUT

GUPTA

INPUT Analysis

- Good products, smart market focus, successful results
- Support and marketing need improvement
- Comprehensive vision faces competition (Powersoft, Knowledgeware)

MC3-DR-4

INPUT

Andersen

Client/Server Strategy

- Business Integration (BI) philosophy
- Strategic partnering (BIP program)
- Comprehensive software/service provisions

MC3-DR-5

INPUT

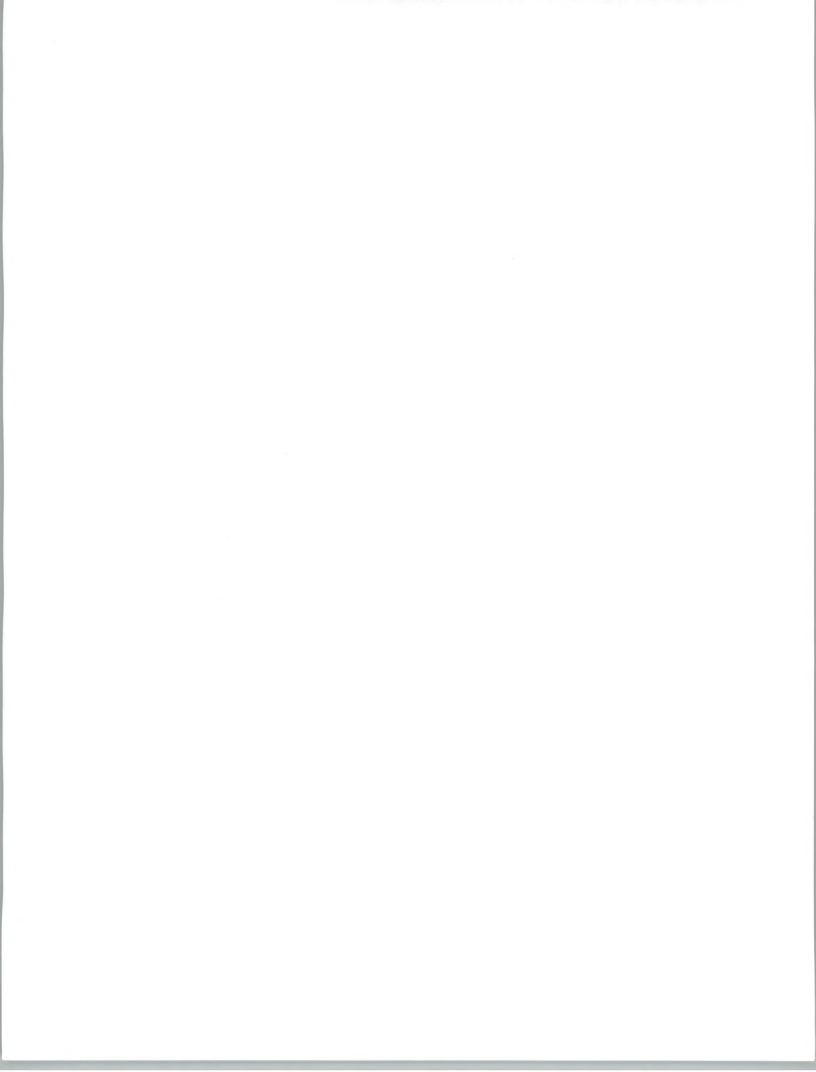
Andersen

INPUT Analysis

- Powerful, dynamic tools (foundation)
- Business Integration=intelligent, successful *strategy*
- Well positioned, focused for client/server

MC3-DR-6

INPUT



EDS

Client/Server Strategy

- Match technology to customer business needs
- Help customers define/implement client/server solutions (Right Step Program)
- Explore/develop new client/server technology

MC3-DR- 7

INPUT

EDS

INPUT Analysis

- Multi-platform, multi-application expertise
- Deep understanding of business/industry needs
- Substantial experience and resources

MC3-DR- 8

INPUT

OpenVision

Client/Server Strategy

- Offer all-encompassing client/server system (OpenV* OPSS)
- "Customer-centric" service
- Strategic Acquisition/alliance practices

MC3-DR- 9

INPUT

OpenVision

INPUT Analysis

- Young company, old experience (Mike Fields, Oracle)
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MC3-DR- 10

INPUT

Microsoft

Client/Server Strategy

- Windows=fundamental client/server structure
- Develop and market for low-through high-end users
- Continuous development, end-user focus (HERMES)

MC3-DR- 11

INPUT

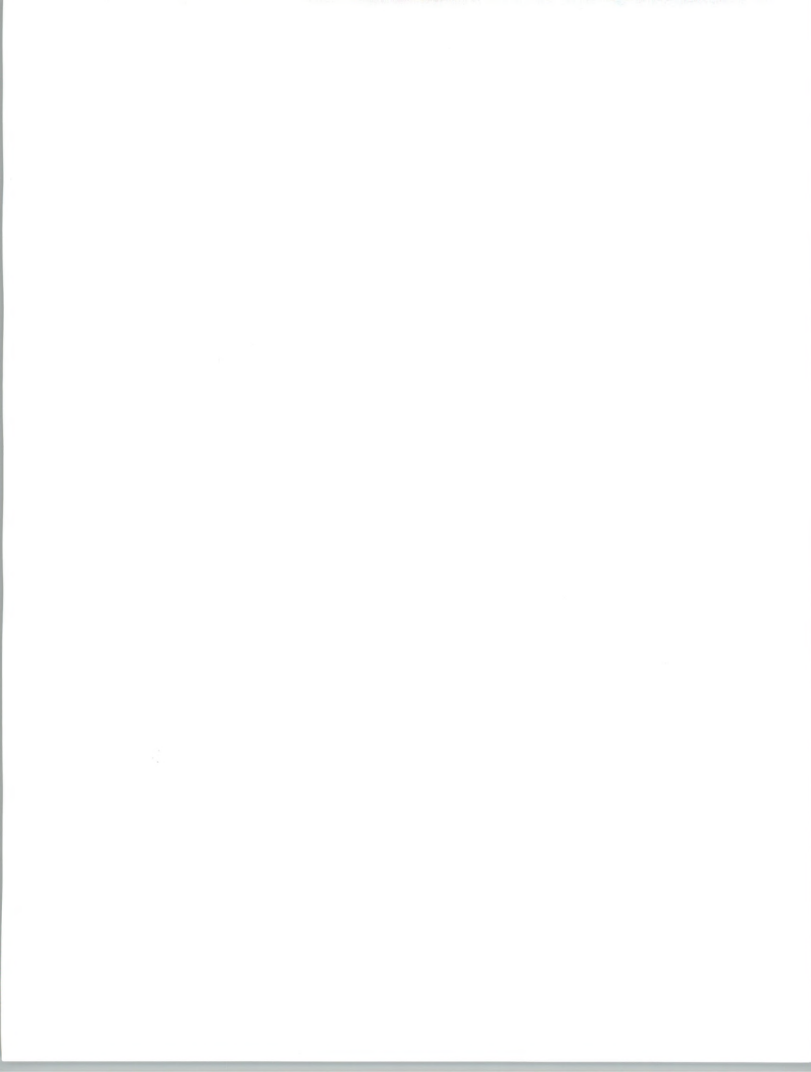
Microsoft

INPUT Analysis

- Position=top end-user GUI vendor
- NT is ambitious, but not proven
- NT, HERMES focus of extreme competition

MC3-DR- 12

INPUT



EDS

Client/Server Strategy

- Match technology to customer business needs
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MC3-DR- 7

INPUT

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MC3-DR- 8

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OpenVision

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MC3-DR- 9

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MC3-DR- 10

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- Continuous development, end-user focus (HERMES)

MC3-DR- 11

INPUT

Microsoft

INPUT Analysis

- Position=top end-user GUI vendor *not Proven*
- NT is ambitious, but *unproven*
- NT, HERMES focus of extreme competition

MC3-DR- 12

INPUT

INPUT[™]

1280 Villa Street, Mountain View, CA 94041-1194 (415) 961-3300
Fax (415) 961-3966

Tandem

Client/Server Strategy

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MC3-DR- 1

INPUT

Tandem

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- Himalaya Range must succeed
- OLTP focus for client/server strategically wise

MC3-DR- 2

INPUT

GUPTA

Client/Server Strategy

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MC3-DR- 3

INPUT

GUPTA

INPUT Analysis

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MC3-DR- 4

INPUT

Good product
products

Andersen

Client/Server Strategy

- Business Integration (BI) philosophy
- Strategic partnering (BIP program)
- Comprehensive software/service provisions

MC3-DR- 5

INPUT

Andersen

INPUT Analysis

- Powerful, dynamic tools (foundation)
- Business Integration=intelligent, successful
- Well positioned, focused for client/server

MC3-DR- 6

INPUT

INPUT

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MC3-DR- 13

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MC3-DR- 14

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Intersolv

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MC3-DR- 15

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Intersolv

INPUT Analysis

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MC3-DR- 16

INPUT

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MC3-DR- 17

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MC3-DR- 18

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