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

9/27/93

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

9/27/93

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

9/27/93

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

9/27/93

Andersen

Client/Server Strategy

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

MC3-DR-5

INPUT

Notes

9/27/93

Andersen

INPUT Analysis

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

MC3-DR- 6

INPUT

Notes

9/27/93

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

9/27/93

EDS

INPUT Analysis

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

MC3-DR- 8

INPUT

Notes

9/27/93

OpenVision

Client/Server Strategy

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

MC3-DR- 9

INPUT

Notes

9/27/93

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

9/27/93

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

9/27/93

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

9/27/93

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

9/27/93

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

9/27/93

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

9/27/93

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

9/27/93

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

9/27/93

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

9/27/93

Digital

Client Server Strategy

- Integrate technology, expertise, and industry focus
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GUPTA

Client/Server Strategy

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- Enhance compatibility through alliance programs (ISV, NCP)

GUPTA

INPUT Analysis

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

Andersen

Client/Server Strategy

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

Andersen

INPUT Analysis

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

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)
- OpenV* OPSS not a "make-or-break" product
- Successful integration/development of acquired products

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) CAIRO

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
- Help customers define/implement client/server solutions (Right Step Program)
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MC3-DR- 7 INPUT

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MC3-DR- 8 INPUT

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MC3-DR- 9 INPUT

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MC3-DR- 12 INPUT

INPUT®

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Fax (415) 961-3966

Tandem

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MC3-DR- 1 INPUT

Tandem

INPUT Analysis

- Fierce market ⟶ forced layoffs, hurt profits (Q3,'93)
- Himalaya Range must succeed
- 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 product, 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)
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MC3-DR- 6 INPUT

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MC3-DR- 13 INPUT

Digital

INPUT Analysis

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MC3-DR- 14 INPUT

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

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

Powersoft

Client/Server Strategy

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MC3-DR- 17 INPUT

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