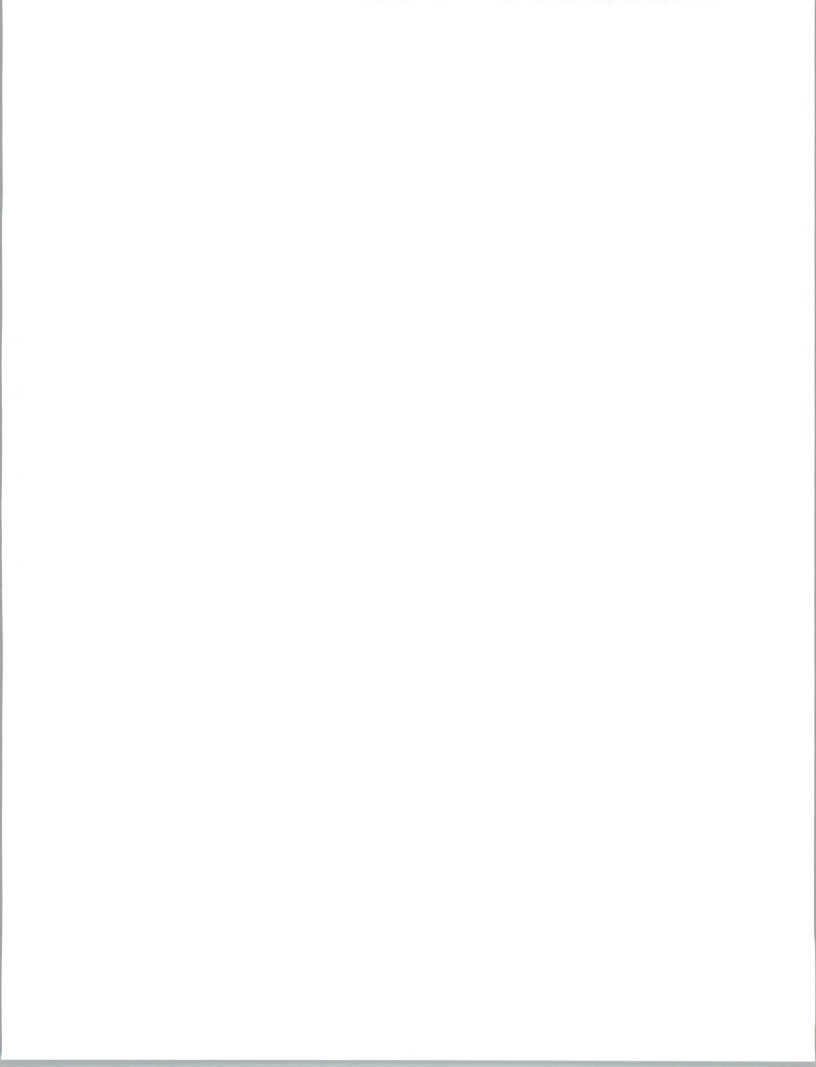


# **Client/Server Market in the Federal Government**

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**Robert Deller**  
Manager  
Federal Program



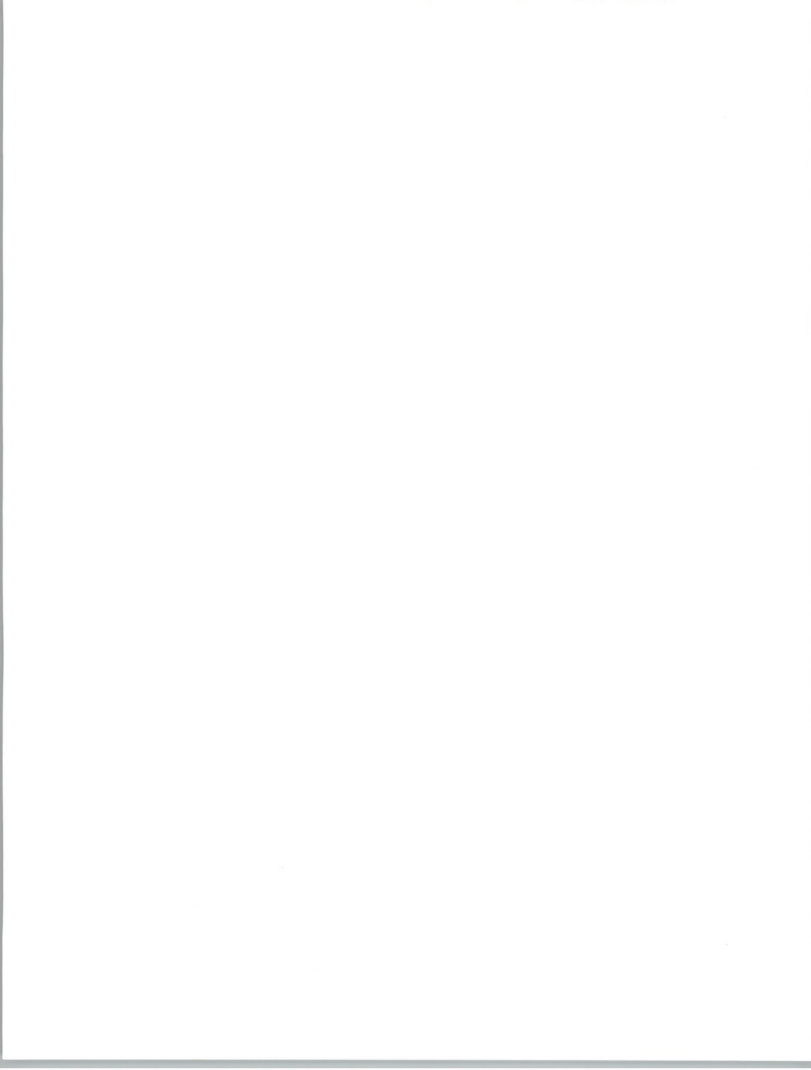
# The Paradigm Shift

Any perception of paradigm shift results from the emergence of enabling technology-based functions.

MC3-BD- 2

INPUT

Notes



# Federal Government Investment

Multiple requirements push the federal government into deeper investment in client/server architectures.

MC3-BD-3

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Notes



## Client/Server Values

- Performance improvement
- Lower processing cost
- Improved control of operations
- Added flexibility for applications
- Interoperability
- Ease in implementation

MC3-BD-4

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Notes

the 1990s, the number of people in the world who are illiterate has increased from 1.1 billion to 1.2 billion. The number of illiterate people in the world is expected to reach 1.5 billion by the year 2015 (UNESCO, 2003).

Illiteracy is a major barrier to economic and social development. It is a major cause of poverty and social exclusion. It is a major barrier to the realization of the Millennium Development Goals (MDGs). The MDGs are a set of eight goals that the world's leaders agreed to in 2000. The goals are to reduce poverty, improve education, improve health, and improve the environment. The first goal is to reduce poverty. The second goal is to improve education. The third goal is to improve health. The fourth goal is to improve the environment.

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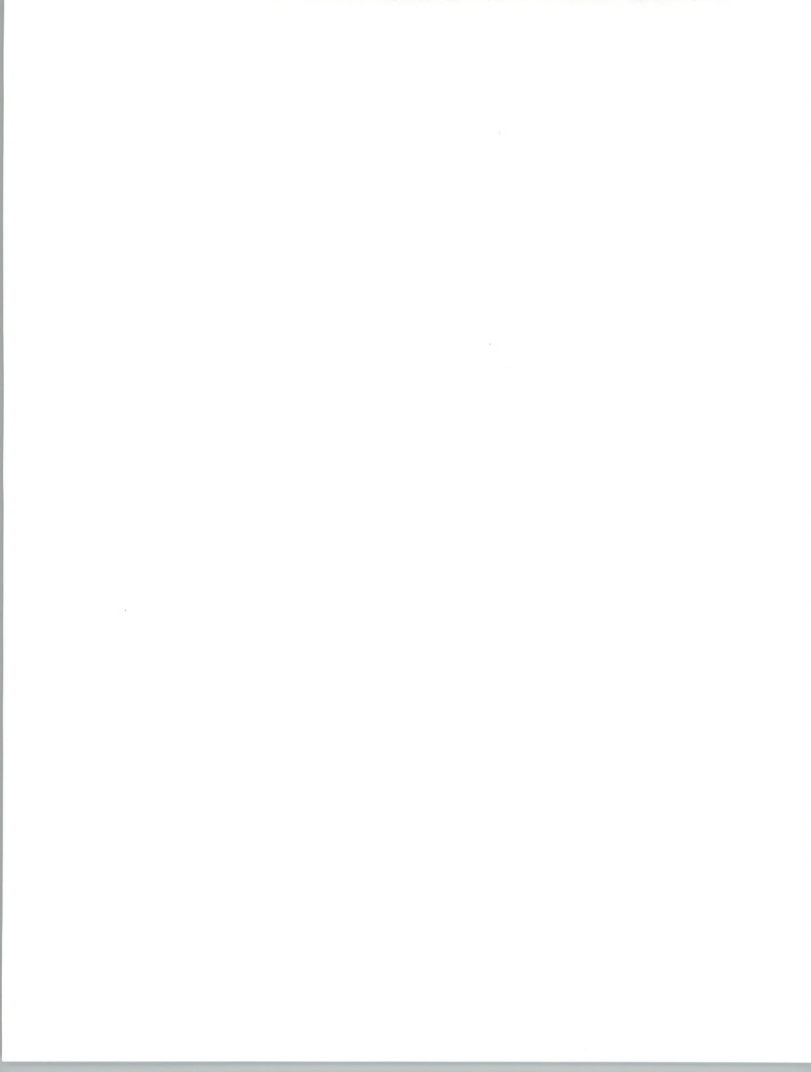
## Focus on Network Platform

The federal client/server market perspective focuses on platforms, networks, and facilitating application packages. Future spending is consistent with this focus.

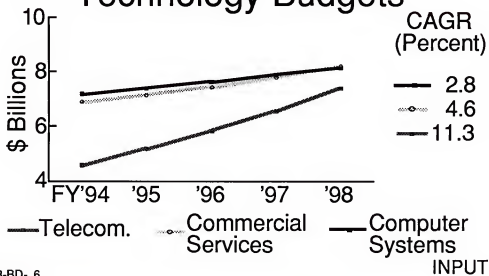
MC3-BD-5

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Notes



# Overall Information Technology Budgets

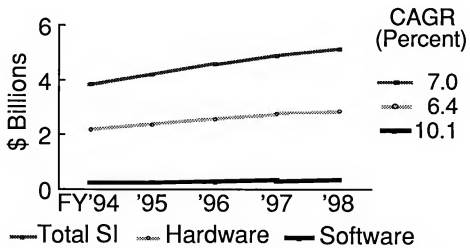


MC3-BD- 6

Notes



## Systems Integration Budgets



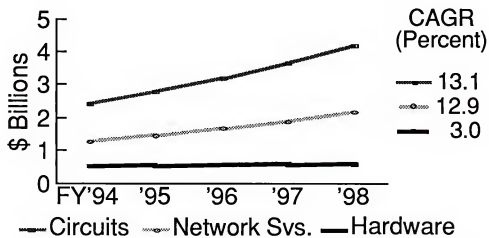
MC3-BD- 7

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Notes



## Communications Budgets



MC3-BD- 8

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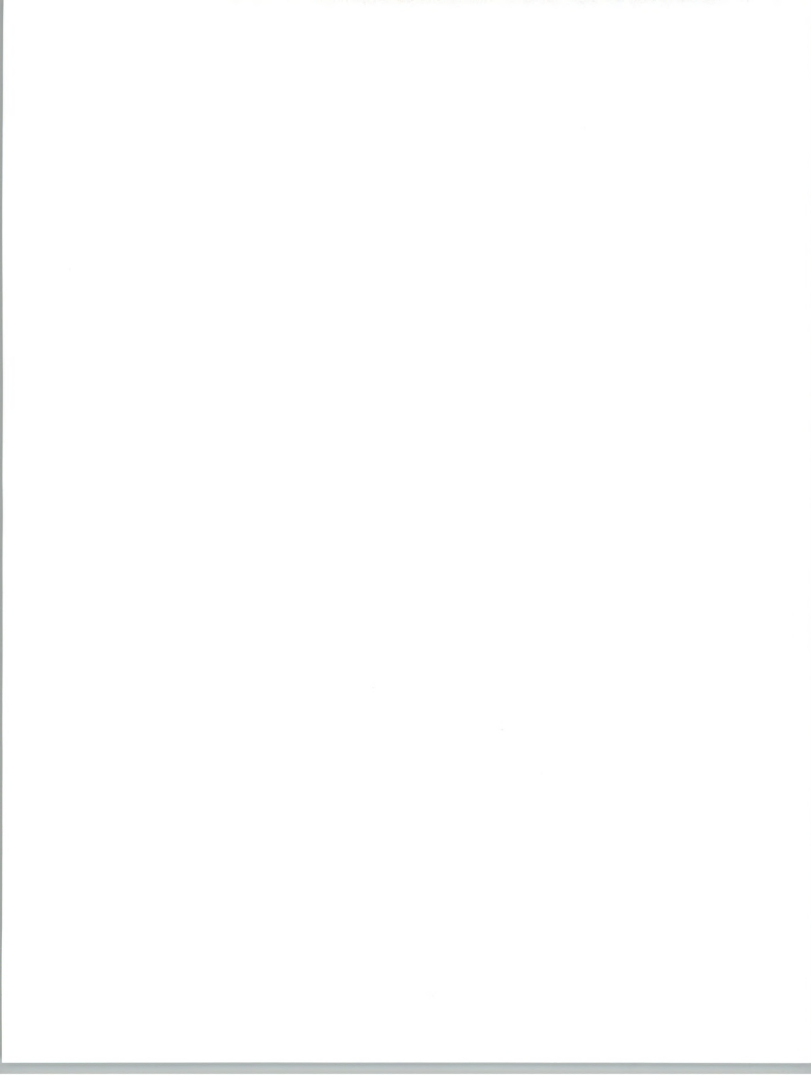
# Vendor Sales Strategies

Many strategies are available to vendors who sell to the federal government.

MC3-BD-9

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Notes



# Role of Mainframe

The federal government is sensitive to the role of the mainframe as a client/server platform. Networks and applications follow.

MC3-BD-10

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Notes

the 1990s, the number of people in the UK who are aged 65 and over has increased from 10.5 million to 13.5 million (15.5% of the population).

There is a growing awareness of the need to address the needs of older people, and the Government has set out a strategy for the 21st century in the White Paper on *Ageing Better: Our Future Together* (Department of Health 2000). This sets out a vision of a society in which older people are able to live well, and to contribute to society. The White Paper sets out a number of key objectives, including: to improve the health and well-being of older people; to support older people to live independently; to ensure that older people are able to participate in society; and to ensure that older people are able to live in their own homes.

The White Paper also sets out a number of key actions to be taken to achieve these objectives, including: to improve the health and well-being of older people; to support older people to live independently; to ensure that older people are able to participate in society; and to ensure that older people are able to live in their own homes. The White Paper also sets out a number of key actions to be taken to achieve these objectives, including: to improve the health and well-being of older people; to support older people to live independently; to ensure that older people are able to participate in society; and to ensure that older people are able to live in their own homes.

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# Network Operating Systems

Networks and network operating systems are critical to effective client/server architecture but the future is unclear.

MC3-BD-11

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Notes



# Distributed Environments

Distributed environments in the federal government result from vastly differing processing requirements.

MC3-BD-12

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Notes





## Mainframe Market Share

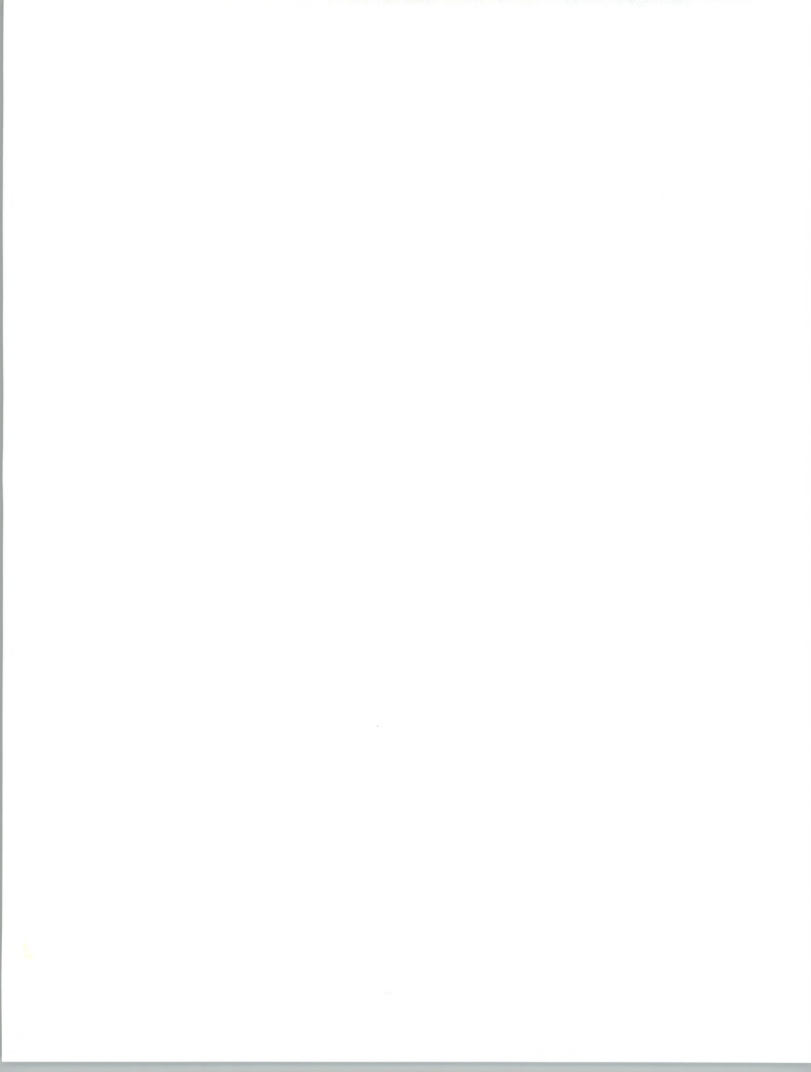
	Percent
PCM	59.3
Unisys	23.7
Bull	5.1
CDC	3.9
All Others	8.0

Total surveyed = 1,399

MC3-BD-13

INPUT

Notes



## Plug Compatible Mainframe Marketshare

	Percent
IBM	78.8
Amdahl	15.3
Hitachi	5.9

Total surveyed = 829

MC3-BD-14

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Notes



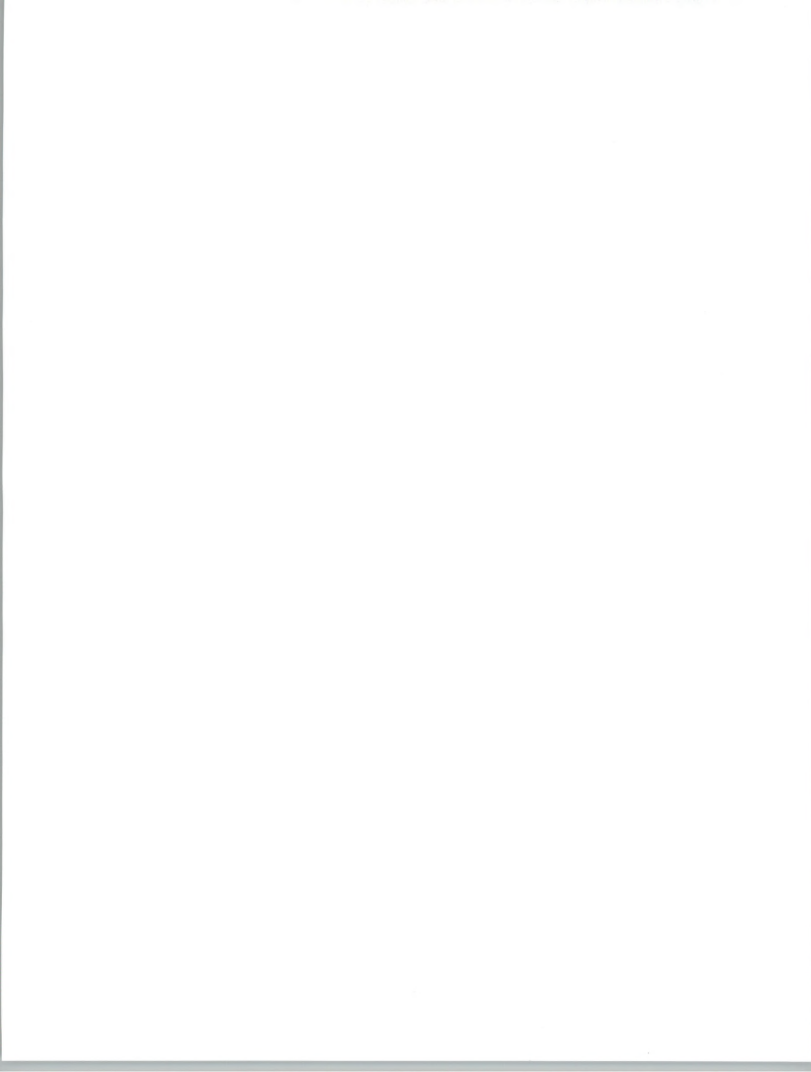
## Functional Requirements of Applications

- Case management
- Work-flow management
- Document storage and retrieval
- Reduction/editing
- Purchasing, manufacturing, and inventory control

MC3-BD-15

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Notes



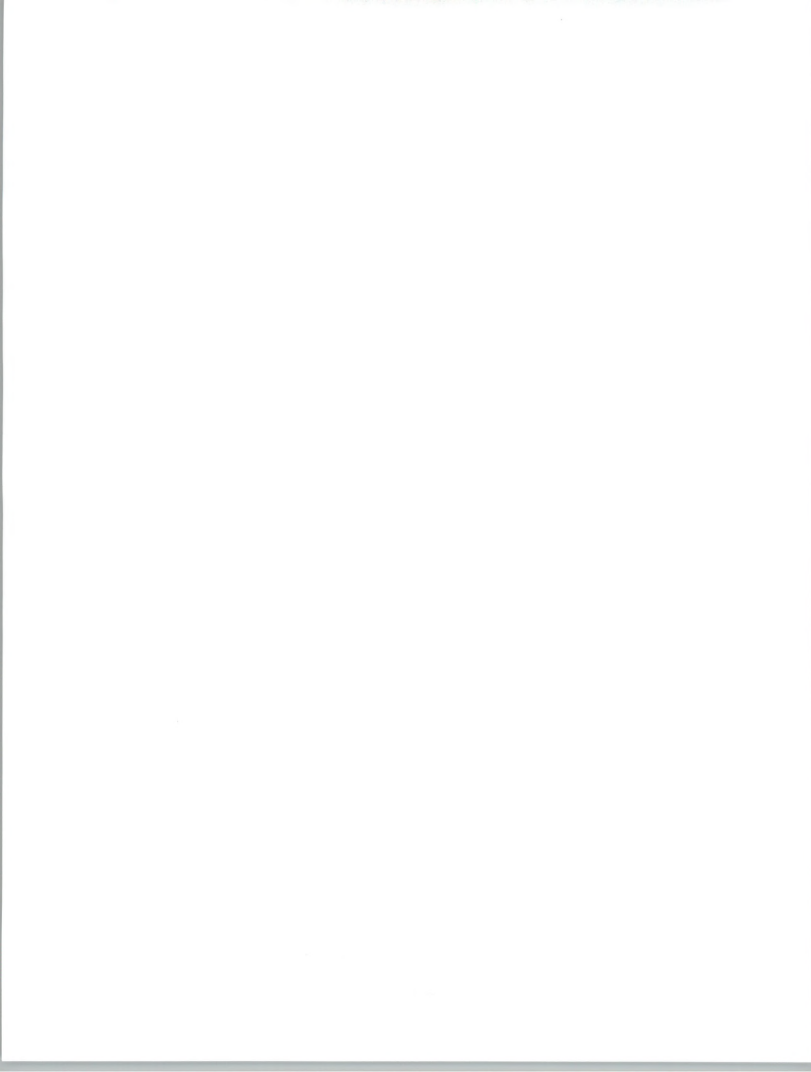
## Examples of Client/Server Programs

- State
- FBI
- Navy
- Army COE

MC3-BD-16a

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Notes





## Examples of Client/Server Programs

- Library of Congress
- Air Force
- Defense

MC3-BD-16b

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Notes



## Government-wide Initiatives

- Business Process Re-engineering
- National Information Infrastructure  
DMRD 918
- National Performance Review
- Deficit reduction

MC3-BD-17a

INPUT

Notes

the 1990s, the number of people with a mental health problem has increased in the UK, and the number of people with a mental health problem who are in contact with mental health services has also increased (Mental Health Act 1983, 1990, 1994, 1997, 2003).

There is a growing awareness of the need to improve the lives of people with a mental health problem, and to reduce the stigma and discrimination that they experience. This has led to a number of initiatives, including the development of mental health services that are more user-centred and more focused on the needs of people with a mental health problem (Mental Health Act 1983, 1990, 1994, 1997, 2003).

One of the key initiatives in this area is the development of mental health services that are more user-centred and more focused on the needs of people with a mental health problem. This has led to a number of initiatives, including the development of mental health services that are more user-centred and more focused on the needs of people with a mental health problem (Mental Health Act 1983, 1990, 1994, 1997, 2003).

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Finally, a fourth key initiative is the development of mental health services that are more user-centred and more focused on the needs of people with a mental health problem. This has led to a number of initiatives, including the development of mental health services that are more user-centred and more focused on the needs of people with a mental health problem (Mental Health Act 1983, 1990, 1994, 1997, 2003).

In conclusion, the number of people with a mental health problem has increased in the UK, and the number of people with a mental health problem who are in contact with mental health services has also increased. This has led to a number of initiatives, including the development of mental health services that are more user-centred and more focused on the needs of people with a mental health problem (Mental Health Act 1983, 1990, 1994, 1997, 2003).

The development of mental health services that are more user-centred and more focused on the needs of people with a mental health problem is a key priority for the UK government. This has led to a number of initiatives, including the development of mental health services that are more user-centred and more focused on the needs of people with a mental health problem (Mental Health Act 1983, 1990, 1994, 1997, 2003).

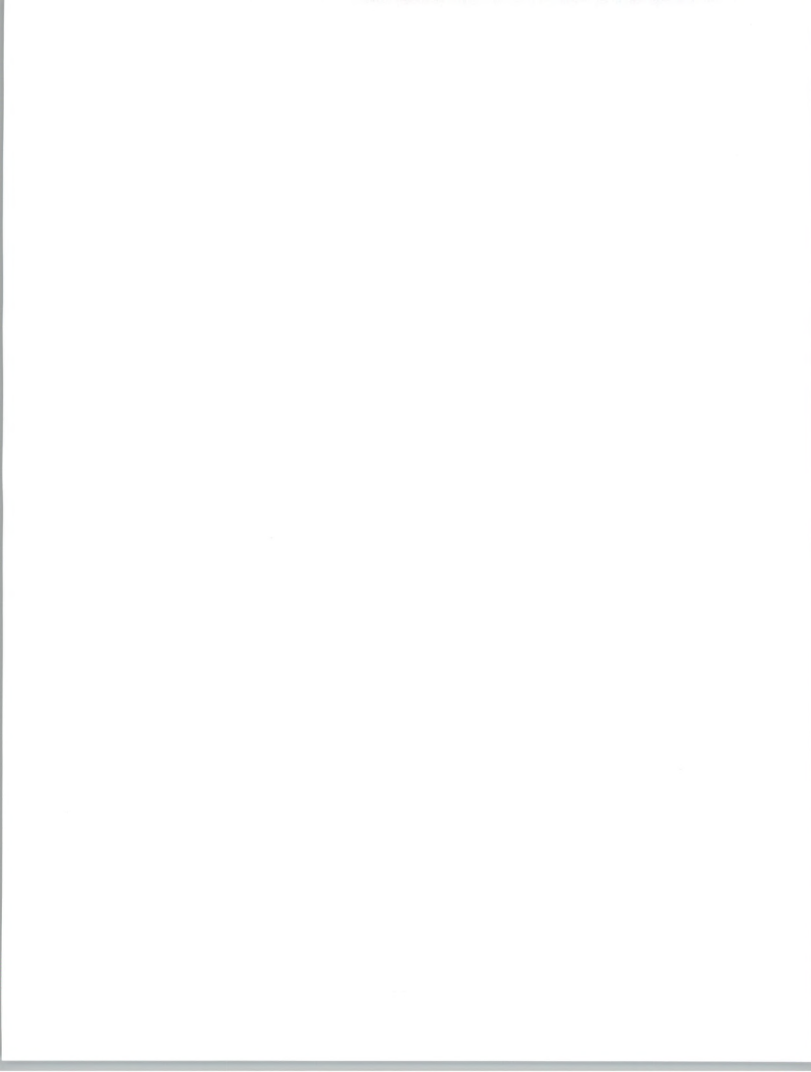
# Government-wide Initiatives

- Corporate Information Management
- Procurement reform
- Acquisition plans

MC3-BD-17b

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Notes



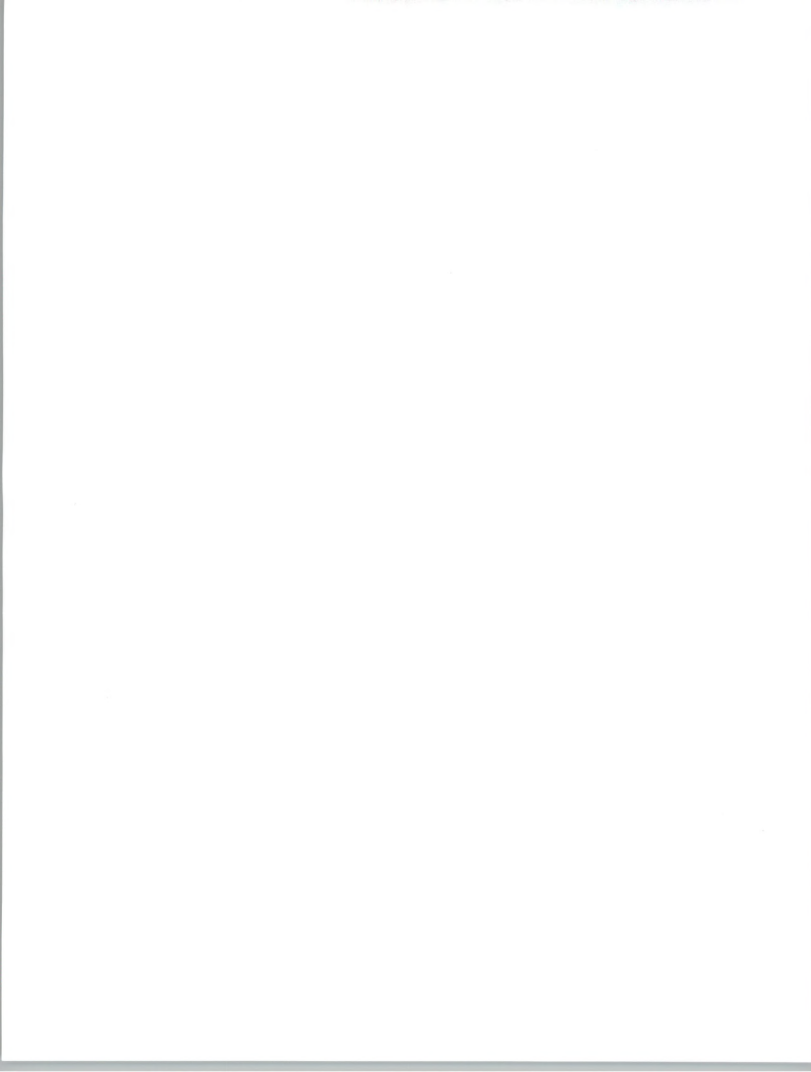
## Interagency Programs Define Architectures

- Transportation
- Tax structure and reform
- Environmental clean-up
- Health care
- Service to the citizen

MC3-BD-18

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Notes





## Interagency Programs Inhibit C/S Solutions

- Complexity and training
- Lack of standards
- Loss of security
- Proprietary architectures,  
equipment, databases, applications
- Legacy systems

MC3-BD-19

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Notes



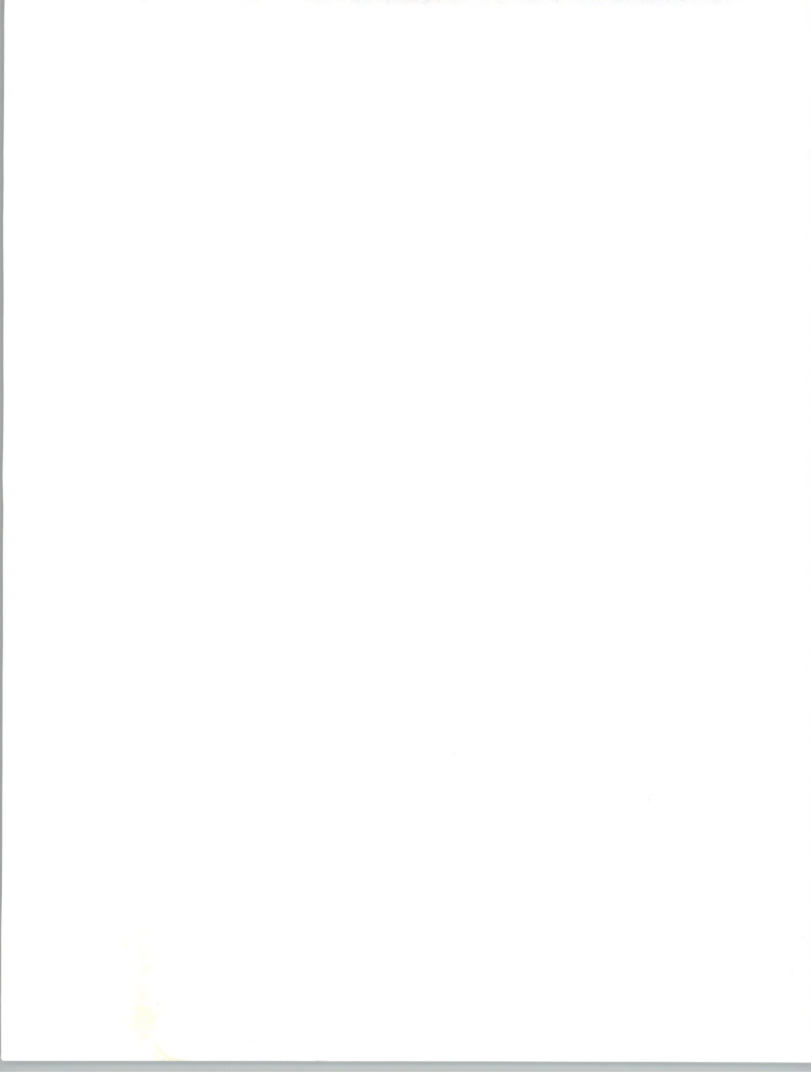
## Summary

- The federal marketplace is...
  - Large
  - Highly competitive
  - Overburdened by acquisition regulations
  - No different from the commercial market

MC3-BD-20

INPUT

Notes



***ROBERT W. DELLER***  
***MANAGER, FEDERAL PROGRAM***

**PROFILE**

***CAPABILITIES***

- Dr. Deller has over 25 years of experience in the information technology industry as a federal government official, U.S. government information technology market analyst and consultant, and international consultant.
- Dr. Deller is responsible for INPUT's federal program of information technology market research, custom studies, and consulting services.

***BACKGROUND***

- Prior to joining INPUT, Dr. Deller was Director of Market Research at Selbre Associates, Inc., with responsibility for research market data base development, custom consulting, and preparation of federal government agency profiles.
- Previously, he consulted independently to several market research firms developing market analysis reports and federal agency profiles.
- Earlier he served as Vice President of Research for Information Strategies Group where he directed information technology and market analysis services for federal government managers and information technology vendors.
- Before his market research positions, Dr. Deller was Deputy director for Information Systems at the U.S. Food and Drug Administration.

***EDUCATION***

- Ph.D. in Public Administration, The American University, Washington, D.C.
- M.P.A. (Management Information Systems), The American University, Washington, D.C.
- B.S. (Education), Towson University, Baltimore, Maryland

***OTHER***

- Dr. Deller holds a professional Certificate in Data Processing (C.D.P.).
- He is on the adjunct faculty at The American University's School of Public Affairs.
- He is a member of the Data Processing Management Association and the American Society for Public Administration.
- He is an international consultant to Aid for International Development.
- Dr. Deller Regularly contributes a column on federal procurement issues to *Government Computer News*.

