

# **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

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# Federal Government Investment

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

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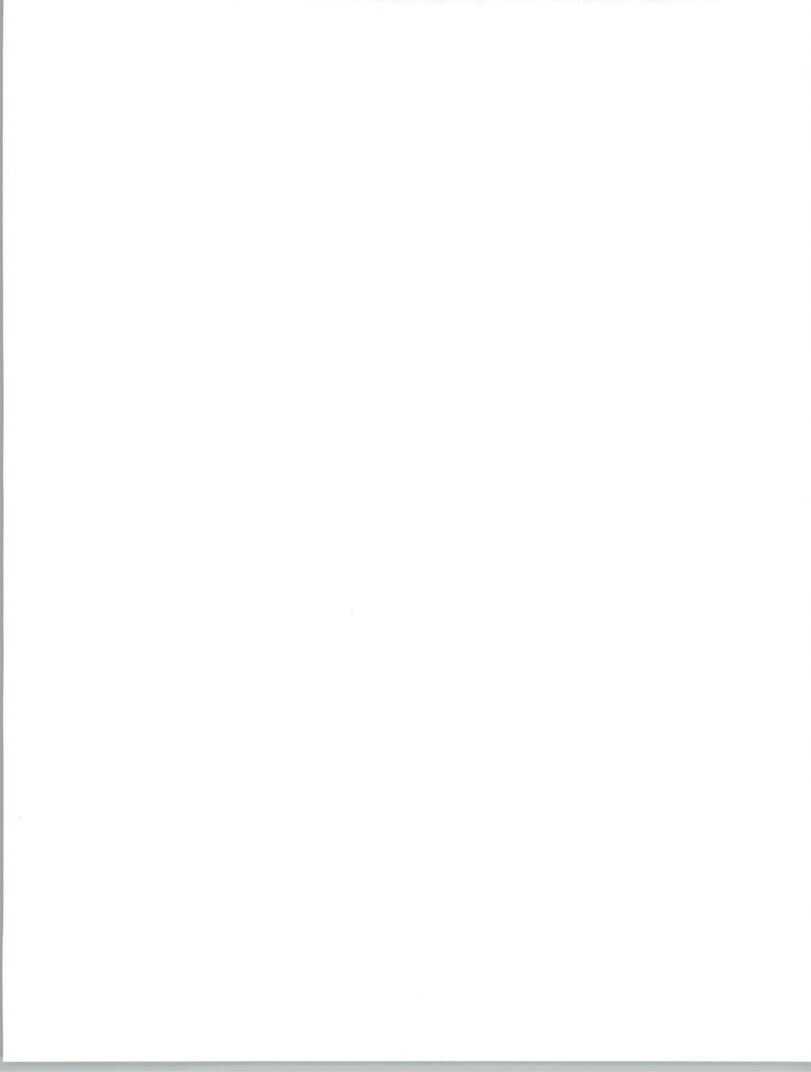
## Client/Server Values

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

MC3-BD- 4

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## 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.

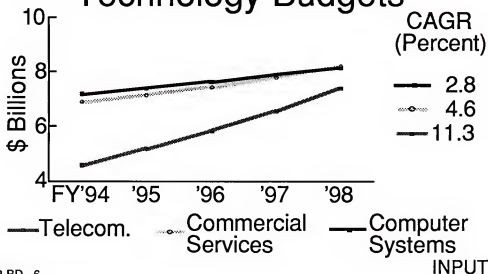
MC3-BD- 5

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# Overall Information Technology Budgets



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the 1990s, the number of people in the world who are under 15 years of age is expected to increase from 1.2 billion to 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 will not harm the environment and will not use up resources.

Another way to do this is to use sustainable development. Sustainable development is a way of developing a country that will not harm the environment and will not use up resources. It uses methods that will not harm the environment and will not use up resources.

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 natural resources in a way that will not harm them and will not use up resources.

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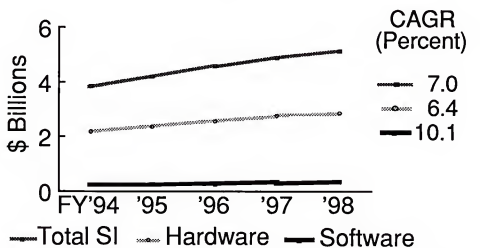
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# Systems Integration Budgets



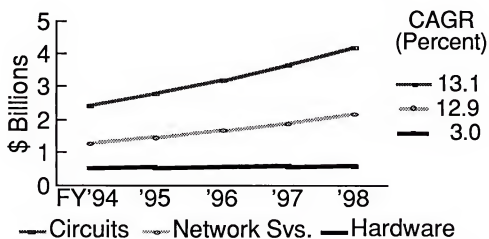
MC3-BD- 7

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# Communications Budgets



MC3-BD- 8

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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.

One way to meet this demand is to increase the amount of land that is used for agriculture. This can be done by clearing more land for farming or by using more land for grazing.

Another way to meet this demand is to increase the amount of food that is produced on the land that is already being used. This can be done by using more efficient farming techniques or by using more land for agriculture.

There are many ways to meet the world's growing demand for food and other resources. It is important that we find ways to do this without harming the environment or the world's food supply.

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# Vendor Sales Strategies

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

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## Role of Mainframe

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

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# Network Operating Systems

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

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# Distributed Environments

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

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## Mainframe Market Share

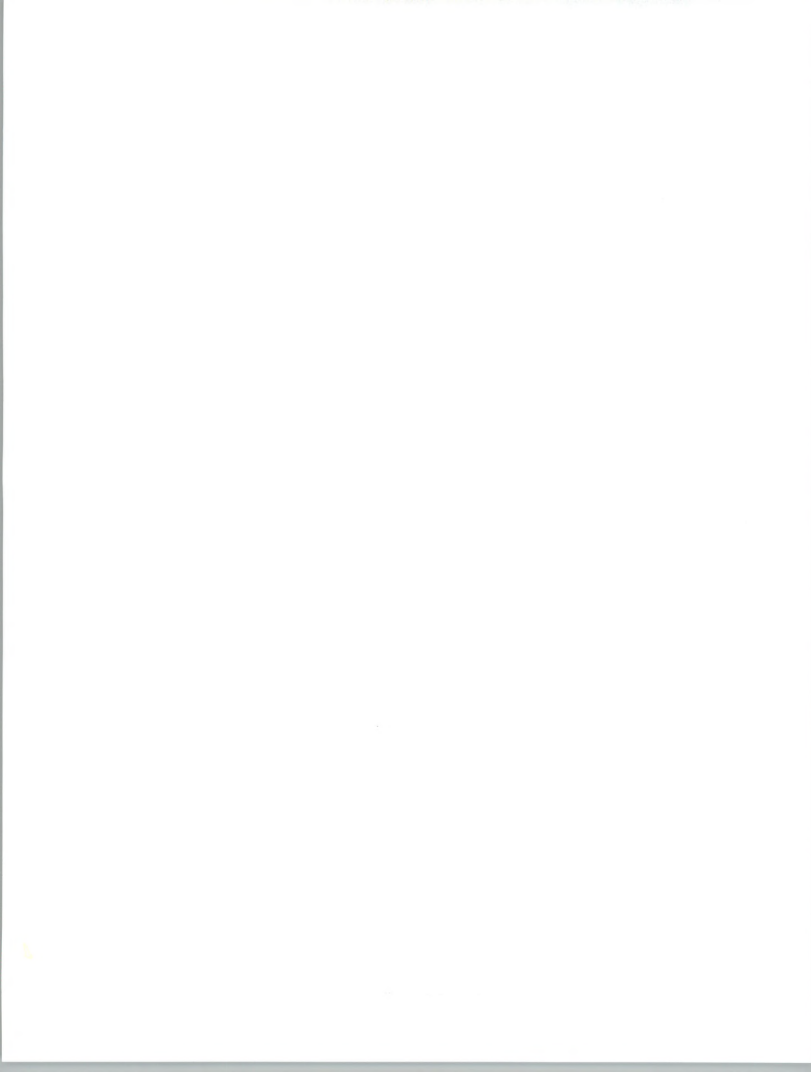
	Percent
PCM	59.3
Unisys	23.7
Bull	5.1
CDC	3.9
All Others	8.0

Total surveyed = 1,399

MC3-BD-13

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## Plug Compatible Mainframe Marketshare

	Percent
IBM	78.8
Amdahl	15.3
Hitachi	5.9

Total surveyed = 829

MC3-BD- 14

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the 'information' and 'communication' fields. The 'information' field is defined as:

...the study of the processes of information production, distribution, access, use and evaluation, and the study of the social, cultural, economic and political contexts in which these processes take place. (p. 1)

The 'communication' field is defined as:

...the study of the processes of communication production, distribution, access, use and evaluation, and the study of the social, cultural, economic and political contexts in which these processes take place. (p. 1)

The 'information science' field is defined as:

...the study of the processes of information production, distribution, access, use and evaluation, and the study of the social, cultural, economic and political contexts in which these processes take place. (p. 1)

The 'information studies' field is defined as:

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The 'information research' field is defined as:

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The 'information studies' field is defined as:

# 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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# Examples of Client/Server Programs

- Library of Congress
- Air Force
- Defense

MC3-BD- 16b

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The first part of the paper discusses the importance of understanding the cultural context of the research. It highlights the need for researchers to be sensitive to the values and beliefs of the communities they are studying. This is particularly important in the field of education, where cultural differences can significantly impact learning outcomes. The paper then moves on to discuss the challenges of conducting research in diverse cultural settings. It notes that researchers often face difficulties in establishing rapport with participants and in interpreting their responses. To address these challenges, the paper suggests several strategies, including the use of local researchers and the development of culturally appropriate research instruments. The final part of the paper discusses the importance of ethical considerations in cross-cultural research. It emphasizes the need for researchers to obtain informed consent from participants and to ensure that their research does not cause harm or exploitation. The paper concludes by noting that while cross-cultural research presents many challenges, it is also a valuable way to gain a deeper understanding of the world and to develop more effective educational practices.

## Government-wide Initiatives

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

MC3-BD- 17a

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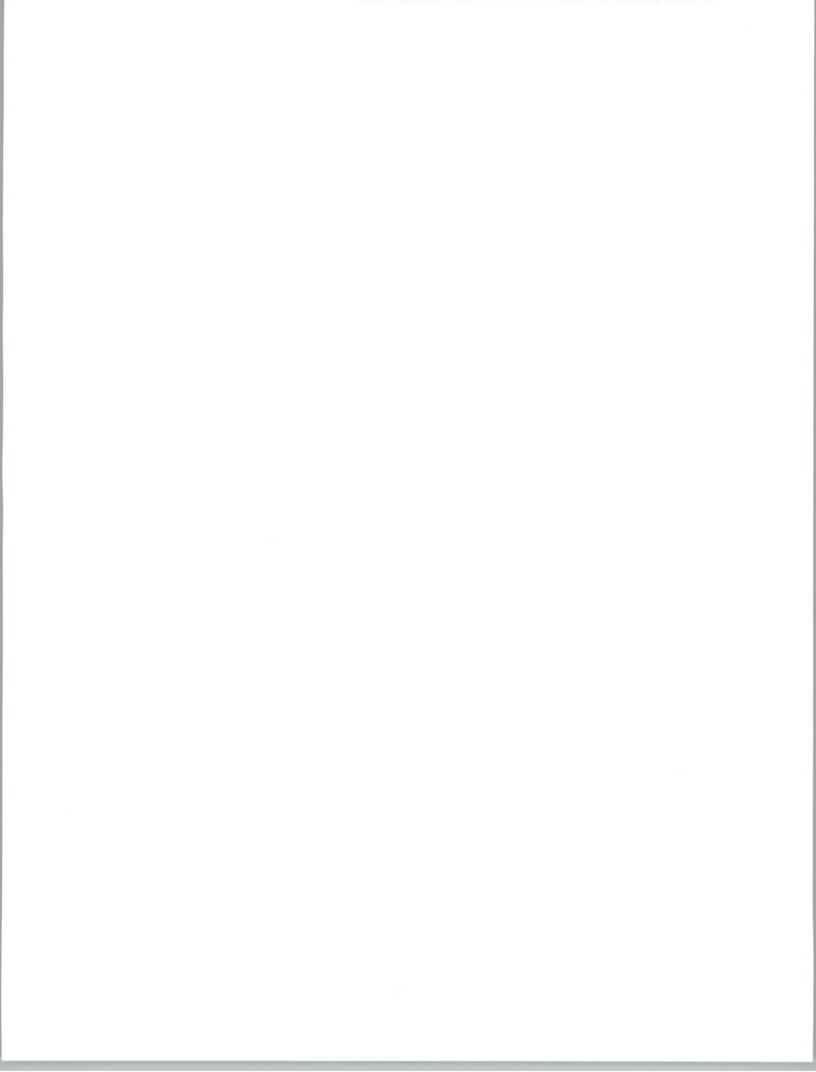
# Government-wide Initiatives

- Corporate Information Management
- Procurement reform
- Acquisition plans

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## Interagency Programs Define Architectures

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

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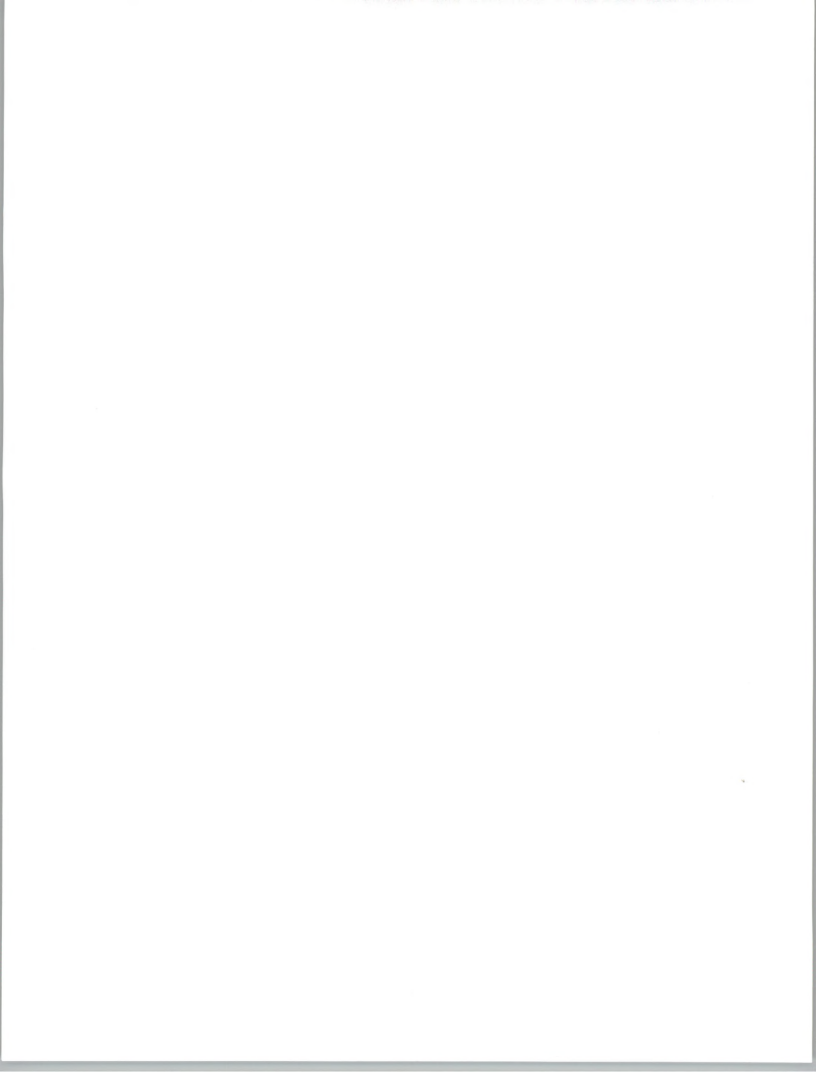
## Interagency Programs Inhibit C/S Solutions

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

MC3-BD-19

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## Summary

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

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## ***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*.





