

COMPUTERWORLD

Feds to IRS: Fix project or shut it down

By Gary H. Anthes
WASHINGTON



Taxpayers struggling to file their returns on time can take some comfort in knowing that this year the Internal Revenue Service faces a taxing deadline of its own.

Indeed, time appears to be running out for the IRS' beleaguered Tax Systems Modernization program. Congress recently told the agency it has just two months to prove that the 10-year-old computer project is on the right track or it will pull the plug.

Last week, the IRS was again taken to the woodshed and, like the perennially naughty boy who promises to be good after every scolding, emerged vowing that this time things would be different.

"The story remains the same — 'Give us another billion dollars, and we promise that this time IRS, page 28

ATM alternatives

Networld/ Interop '96

- Scltor launches global intranet service. See page 10.
- Microsoft ships Exchange. See page 14.
- IBM to detail system management plans. See page 15.

Cisco, Cabletron prep cheaper, user-friendly switching options

By Laura DiDio and Bob Wallace

ATM is supposed to take center stage at this week's Networld/Interop show but could find itself elbowed out of the spotlight. Internetworking giants Cisco Systems, Inc. and Cabletron Systems, Inc. are prepping two alternatives they claim will deliver the benefits and ser-

vices of ATM without the migration woes.

This two-pronged assault could delay, or even kill, some migration to Asynchronous Transfer Mode technology, some users and analysts agreed.

Internetworking

ATM is a switching technology designed to transmit voice, video and data across digital networks at speeds ranging from 25M bit/sec. to more than 622M bit/sec. But user acceptance has been stymied by high costs, an incomplete standard and a steep learning curve. Hence, years after its conception, ATM is still not mainstream.

For example, Dave Eisenlohr, vice president of computer operations at the Pacific Stock Exchange in San Francisco, said he has put off ATM migration for at least a year, in part because "we don't have enough resources in-house to deploy it now." He said ATM costs include training, staff development and difficulties in start-up, which

ATM alternatives, page 14

Cabletron one-ups Bay with switching

By Bob Wallace

To switching-starved Bay Networks users, it's a gift basket.

To hub maker Bay, it's a Trojan horse with dangerous cargo.

"It" is a plug-in switching product due in 90 days from rival Cabletron Systems, Inc. In an unusual move, Cabletron aims to give Bay users sorely needed and long-awaited instant switching for Bay Networks, Inc.'s widely used flagship System

5000 hubs, said Trent Waterhouse, switching marketing manager at Cabletron.

Code-named Bay-B-Huey, the product was designed to capitalize on Bay's inability to deliver a wide range of competitively priced switching modules — which were due in late 1993 — for the System 5000.

Bay-B-Huey will fill those gaps, covering the gamut of options via the Cabletron family of switching products. Bay shipped Ethernet switch-

ing last week, but at a price per port that is 50% higher than Bay-B-Huey's.

And Bay won't ship Fiber Distributed Data Interface switching until the fourth quarter; Token Ring delivery is slated for even
Cabletron, page 16

Boston Beer brews quick hop to R/3

By Julia King

Scrap re-engineering. Forget training. And take no more than 24 hours to decide on a configuration.

That's how \$150 million Boston Beer Co. — a half-pint compared with most SAP AG R/3 users — managed to implement a full suite of the notoriously complex client/server software in just four months.

Total cost: less than \$1 million — a minuscule and almost unheard-of amount — for software and
Boston Beer, page 121

Teleworkers leap Olympic hurdles

By Mindy Blodgett

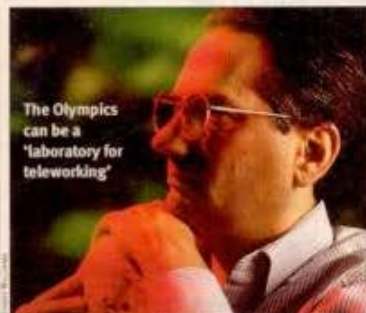
The law offices of Paul, Hastings, Janofsky & Walker in Atlanta are located right in the heart of the Olympic ring, where streets will close and as many as 2 million visitors will overrun the city for 17 days in July.

"I can see 80% of the Olympic venues from my window," said attorney John Steed.

During the Games, up to one-third of the firm's 150 employees will telecommute. The rest, who are needed in the office, will work in split shifts.

The short-term emergency created by the Olympic-size congestion has telecommuting gurus salivating. Many companies are feverishly adding phone lines and modems and buying notebook computers to accommodate the predicted increase of thousands more teleworkers.

Paul, Hastings' offices have no choice but to join what some



The Olympics can be a 'laboratory for teleworking'

Telecommuting consultant Michael Dziak

In Depth
ED YOURDON
says it's a brave new world for the American programmer.
Interview, page 93.

Spec offers better support for remote PC management

By Bob Francis

Vendors are beginning to close ranks around a Desktop Management Task Force standard that will help network managers support their far-flung PC users.

Compaq Computer Corp. will integrate the Desktop Management Task Force (DMTF) remote management specification into its desktop and server management utilities. It will eventually replace its own specification, company officials said last week.

Product completed

Compaq set up its own desktop specification, called Intelligent Manageability, last year.

That is because the DMTF's first offering lacked support for remote management, a key need for Compaq's corporate customers, Compaq officials said.

Now that the DMTF has finished its next-generation Desktop Management Interface (DMI) and gotten support from the major operating systems vendors, Compaq will phase in the

New features

Desktop Management Interface 2.0 features remote desktop management and supports major operating systems from Microsoft, IBM, Novell, Inc., Sun Microsystems, Inc. and SCO, Inc.

new specification.

With DMI 2.0, corporate network managers could use a network utility package such as Symantec Corp.'s Norton Administrator Suite to gather information on disk drives, software and other components from networked and remote PCs.

Paul Ruben, group product manager for systems management at Compaq, said the company will add manageability features that exceed the DMI spec.

Users should see more benefit from a remote management specification than from the previous incarnation of DMI, said Joseph Ferlazzo, an analyst at Technology Business Research, Inc. in

Hampton, N.H.

"This will eventually allow network managers to remotely support desktop users. It's become a necessity in the business world," he said.

Vendor cooperation

Support from operating systems vendors for the DMI specification had previously been weak, but recently all the major desktop vendors pledged to add DMI support in upcoming versions of their operating systems.

Microsoft Corp. will add DMI 1.1 support to Windows 95 in July and the new specification, DMI 2.0, at a later date.

Microsoft will also add DMI support in Windows NT, said Michael Emanuel, product manager in the systems management group at Microsoft.

Multia system confuses users

CONTINUED FROM PAGE 39

product to pigeonhole it with," said Denny Lane, director of strategic alliances at Digital.

"It's kind of like a binary equation — either the light goes on and the user says, 'I get it. I know what the product is about,' or it doesn't go on at all," he said.

Easy to use

"The product is very easy to work with and very flexible," said Jeff Downs, senior project leader at IDX Systems Corp. in Burlington, Vt.

IDX manufactures clinical imaging systems and has used Alpha-based Multia systems to let users access X terminal-based viewing applications.

But IDX is porting the same applications on to the Internet, which means users soon can access them by using any hardware

platform that has a browser.

As a result, IDX is unlikely to purchase any more Multias, Downs said.

"I like the concept that the application and the environment can be configured in a

centralized location," said a user at a major bank in Pittsburgh. But there are some minor issues related to applications that run under Windows NT that need to be worked out, said the user, who requested anonymity and wouldn't identify the issues.

Digital isn't releasing sales figures for the Multia, but company officials said its installation base has been rapidly widening since its launch of the Intel-based systems.

Among the corporations that Digital lists as Multia customers are Citgo Corp., US West, Inc., AlliedSignal, Inc., NASA's White Sands Test Facility and Bell Canada.

New Products

FWB, Inc. has introduced HSM Toolkit, a hierarchical storage management package for the Macintosh.

According to the Menlo Park, Calif., company, HSM Toolkit was designed to extend the capacity of hard disk drives by migrating unused files to secondary storage.

HSM Toolkit leaves an alias file as a pointer, so archived files can be retrieved transparently.

HSM Toolkit identifies files for migration by tracking when files have been accessed, not just modified.

Users can configure which files are migrated by age or type.

HSM Toolkit works with Apple Computer, Inc. AppleShare networks and supports any Finder-mountable storage device.

HSM Toolkit costs \$79.

► **FWB**
(415) 325-4392

Sony Electronics, Inc. has introduced DKC-1D1, a digital camera that lets users supply high-quality images to PCs.

According to the San Jose, Calif., company, the camera can store up to 140 images on a 10M-byte PCMCIA card by using JPEG compression. It weighs 26 ounces.

The DKC-1D1 also can connect directly to a PC through a built-in SCSI interface.

flash and a macro zoom lens that magnifies 12 times its normal size. It lets users select manual or automatic focus and shutter speed.

The DKC-1D1 can archive images to Sony's portable minidisc data drive, which can store up to 1,000 digital images on one minidisc.

Pricing starts at \$1,999.

► **Sony Electronics**
(408) 432-0190

Compuware Corp. has announced Conversion-Xpert software, which reformats and converts data among more than 60 file formats.

According to the Farmington Hills, Mich., company, Conversion-Xpert was designed for sites that move data between mainframe and client/server systems.

Pricing starts at \$15,000.

► **Compuware**
(313) 737-7300

QMS, Inc. has rolled out the 2425 Print System, a production-level printer.

According to the Mobile, Ala., company, 2425 Print System is a 24 page/min. workgroup printer.

It offers printer-based page layout options, including booklet printing, thumbnail, duplexing, stapling and production-level document finishing. It has a 64-bit processor and controller software.

The 2425 Print System features 1,200- by 1,200 dot/in. printing,

of RAM and includes an Ethernet network interface. This interface supports connections to Macintosh, PC and Unix workstations.

The 2425 Print System includes support for Novell, Inc. NetWare IPX/SPX, IBM OS/2 LAN Manager/LANServer and Windows 3.1, Windows 95 and Windows NT.

Pricing for the 2425 Print System starts at \$5,499.

► **QMS**
(334) 633-4300

Product shorts

Software Partners/32, Inc. has rolled out StorageCenter, a storage management suite for Unix. It includes four integrated applications: Backup and Restore, Media Management, Archiving and Administration. It is available in Enterprise, Workgroup and Personal versions and supports Sun Microsystems, Inc. Solaris, Hewlett-Packard Co.'s HP-UX, IBM's AIX and Digital Equipment Corp.'s Unix. Pricing starts at \$1,875.

Software Partners/32, Topsfield, Mass. (508) 877-6409. ... **Kingston Technology Corp.** has announced 64M-byte and 256M-byte memory kits for Silicon Graphics, Inc. (SGI) Unix workstations. The memory kits work with SGI's R10000 system hardware, software and diagnostics. The 64M-byte memory kit costs \$4,770, and the 256M-byte memory kit costs \$17,465. Kingston Technology, Fountain Valley, Calif. (714) 435-0200.



Midrange vendors' competition during the next six months

Vendor	Position	Comment
AT&T GIS	=	Releasing strong new products; facing company uncertainty
Compaq	+	Getting into small-scale markets
Data General	=	Transitioning to Intel-based servers
Digital	+	Strong Unix market and rapid high-end growth
Hewlett-Packard	+	Strong Unix and MPE markets
IBM	-	RS/6000 SMP needs boosting; product strategies are causing problems
Motorola	-	Unproven system strategies
Sequent	=	Strong sales; products improving steadily
Silicon Graphics	=	Rapid server growth
Sun	=	UltraSPARC servers will make an impact
Tandem	=	Fight with high-availability systems will intensify
Unisys	-	Strong integration strategy but hardware lags

+ Market advantage - Market disadvantage = Market neutrality