

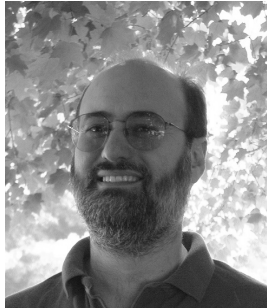


Cross-Platform Software News

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Spring Is In The Air At Cross-Platform Software News!

It's springtime and time for some housekeeping. Time to get rid of some of the baggage we've all been carrying around lately. Just take a look at the luggage we're hanging onto:

The first piece in the corporate attic that immediately catches our attention is the oversized leather piece that weighs a ton. You know the one — it's the kind that the gorilla throws around and stomps on incessantly. Upon opening, you must take care to peek cautiously inside. There's a whole mess of stuff just waiting to be exposed. It's no surprise to discover that the label on this piece reads "**Reduce Cost**". Our vast experience tells us that trying to get through finance, oops I meant customs, with any single item contained inside is very difficult. The best thing to do in this case is simply admit defeat. Do not try to hide anything inside of it. It's best to accept it, discard the excess articles and get it behind you.

The next item we have to deal with is that pesky garment bag. Fold it up and it's too big for the overhead compartment. But, if you let it drape down full-length then you cannot possibly hang it anywhere since the closet is already too full as it is. The label on this one is extremely easy to read from 10 feet away. It screams "**Maximize ROI!**". Okay, so what do we do with this one? Aha — bring it on the next trip and check this one in at all costs even knowing it requires a trip to baggage claim. Then, you can only hope that it will get lost and never find its way back to you. The strategy here is to make room by shuffling the piece around and, hence, buying time. Maybe you'll never have to deal with it at all.

Finally, we're down to the small pieces: computer case, briefcase and backpack. It's definitely all carry-on material. Separately, they are fairly light and easily handled. Taken together, they've got a challenge. But what can we do with such sentimental pieces labeled "**Increase Utilization**", "**Lower Overhead Cost**" and, my all-time favorite, "**Practice Time Management**". There's just no way that I can recommend throwing out these priceless antiques. We've had them for too long and have grown quite attached. Oh well, let's just throw them in the corner and cover them up with that unused, moth-eaten blanket. Yep, the one marked "**Productivity**". You never know — there's always next spring.

Jeff Moskow, President & CEO, Ready-to-Run Software, Inc.

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Cross-Platform Market Update

This update provides a current view of the marketplace from a platform perspective. Periodically, we will continue to examine the market and breakdown the prevailing trends as well as attempt to offer interpretation into these directions.

Current Statistics for Server Market

During the first quarter of 2003, the trend is centering on the big guys. HP, Dell, IBM are on top in the battle for worldwide server market dominance with Sun falling further behind once again. According to preliminary market analysis provided by Gartner, worldwide server shipment rose to 1.2 million units which represents an increase of 10.4 percent even in a weak economy being dragged down by a war in Iraq: http://www.infoworld.com/article/03/04/28/HNservership_1.html?platforms

The world ranking order in unit shipments for Q1 looks like the following:

1. Hewlett-Packard 29.1 %
2. Dell Computer 20.2 %
3. IBM 14.8%

That's a whopping 64.1% of total server shipments.

Two other market trends in the server market continue. First, the strength of Dell is a remarkable story. They have now taken over the top spot overall in market share for the server market. The once build-to-order, PC maker now sits at 27 percent of the worldwide server share. Secondly, Sun suffered another setback with shipments declining 13.2% to 4.9% of worldwide shipments during the quarter over the same period last year. Adding to the pressure on Sun, HP took the no. 1 spot over in total worldwide UNIX servers with 32.9 percent market share.

Operating System Trends

Will Linux take Microsoft from market dominance to irrelevance as Larry Ellison of Oracle is predicting? Refer to: http://www.infoworld.com/article/03/04/01/HNlinuxdata_1.html

Actually, Mr. Ellison wasn't forecasting anything. He has made the statement as if it had already happened.

Well, now Larry, please calm down a bit. With the introduction of Windows Server 2003 during this quarter and analysts citing that it is technically solid then we'd say that Microsoft is still in the race. Especially since the market share statistics tell us that the rumor of Windows demise is slightly premature. Maybe that wasn't Larry speaking in New York last month after all. Some say, it might have been his body double, Mohammed Saeed al-Sahhaf, the former Iraqi Information Minister.

Let's try to simply look at the facts and not get caught in these religious arguments. The reality is that only Linux and Windows continue to gain ground in O/S market share. According to Gartner, at the end of 2002, Windows accounted for 69% of server operating system shipments, up slightly from 68.5% in 2001, while Linux grew from 9% of the total, up from 6.5 % in 2001. The loser was Unix which fell from 11.9% in 2001 to 11.0% ending 2002. Linux is becoming a significant player especially when one considers the IT cost reduction initiatives being made at most companies currently. Microsoft is pushing hard to make companies look at TCO (Total Cost of Ownership) before deciding between the operating systems. But, each company is different and must look closely at all factors before deciding. There's no question that corporate executives and IT senior management are looking hard at Linux. The market research firm, IDC, expects the Linux operating system to grow to \$280 million by the end of 2006 up from \$80 million in 2001 (Source: HP World Magazine, January 2003) but that still is a fraction of the \$10 billion in sales for Windows.

From what we are hearing, the biggest competition for Windows may be from Microsoft themselves. Gartner estimates that between 60% and 70% of Windows server users are running NT 4. But, with the current cost pressures in the enterprise and the latest Microsoft licensing model, the willingness to upgrade is just not there. We are anxious to see the actual upgrade and installation statistics over Q2 and Q3 to determine if there is an increased adoption rate.

Handheld Shipments Rise in Q1

IDC released research data that shows 2003 first quarter shipments of handheld devices grew by 16%. The worldwide shipments were 107.6 million units. However, when you look at the breakdown, PDAs (personal digital assistants) are starting to lose some of their market luster as sales fell in the quarter and shipments fell 11.1% while voice-enabled handheld devices picked up steam rising 16.6 % year over year:

http://www.infoworld.com/article/03/04/30/HNhandsets_1.html? hardware

Web Server Software

The latest Netcraft surveys document Web Server software usage on Internet connected servers. For more info, see: http://news.netcraft.com/archives/web_server_survey.html

The most recent survey results show that Apache continues its virtual stranglehold on the top position for web server market share with 62.53% (no change from April survey) with Microsoft IIS weighing in at 27.17% (-0.2 % change).

You should also check out the interesting news and postings on the Netcraft site at: <http://news.netcraft.com/>
It reports that the number of sites running Windows Server

2003 has overtaken the number running Sun Solaris 9 in April—before Windows Server 2003 even went on sale. Now, before you take this as further evidence of Sun's demise or of Microsoft's dominance, you should refer to the Netcraft posting about the role that the Microsoft beta program and Microsoft internal sites played in that number. Then, you can draw your own conclusion about the context.

Incidentally, congratulations to Netcraft at being named to the list of '2003 Top 100 Classic Web Sites' by PC Magazine. It's certainly one of our favorites as we continue to stay on top of market and industry trends affecting cross-platform software development and integration.

Case Study: Education Loan Market - Learning About Single Sign-On Authentication

Just as the barbecue grills had cooled off from the July 4th celebrations last year, Chris Carroll contacted RTR with an interesting set of questions. Chris is the VP of Information Technology at the Panhandle-Plains Student Loan Center (PPSLC) located in Canyon, TX.

The Background

PPSLC needed a new method of allowing their borrowers, mostly students, to access the loan information from the on-line loan site. At the time, borrowers were being granted access by entering their social security number (SSN) and the date of birth. However, due to regulations driving systems away from use of SSN as well the need to limit unauthorized access of account information by people having access to borrower data (e.g. divorced parties and creditors), PPSLC needed to move to another mechanism for user identification.

Since the majority of users were students and already were using Microsoft .NET Passport accounts through Microsoft MSN or Hotmail, Chris and his staff began to think about integrating this technology into the scheme for a potential solution with broad-based Single-Sign On Authentication as a foundation.

Nature of Cross-Platform Problem

Of course, there were other complicating factors. The company was running in a fairly heterogeneous environment with the following mix: Sun Solaris, a Linux-based server, IBM AIX, IBM AS/400 with a DB2 back-end database and Windows NT 4. The website server was built using the WebLogic Web Server and needed to dynamically pull data from the AS/400 and DB2 back end system.

Since RTR is a leader in cross-platform services including integration and migration and also was responsible to enable Passport authentication on RedHat Linux, Sun Solaris and HP-UX and IBM servers by migrating the Passport Manager code under an exclusive agreement with Microsoft, Chris Carroll decided to contact RTR and present his situation and ideas.

Solution Involved Wide Range of Activities

After completing a detailed analysis of the current site and the requirements, RTR delivered a solution which including a complete re-write of the borrower website. PPSLC decided to move the web server to a new Windows 2000 Server with IIS, a database interface and SSL. Among the tasks outsourced to RTR were the following key components:

- Configure and test the Windows 2000 server for target

- application
- Installation and configuration of .NET Passport
- Build ASP web pages with authentication and user access including redirection, cookie removal
- Integrate a mapping table between .NET Passport and SSN & DOB and existing database so that first-time authentication mapping can occur
- Build administration tools for the site and mapping
- Support the .NET Passport registration and 'Go Live' process

The results: Complete the engineering and test in approximately eight (8) weeks. Deployment occurred in the spring of 2003 with thousands of instances of user access with an actual fall-off in customer support calls at PPSLC even during the initial switchover. Since that time, no reported failures or unplanned down time. This project represents another example of the successful implementationservices provided by RTR to our clients.

About PPSLC

Want to find out more about the student loan company Panhandle-Plains Student Loan Center. Check out the company overview at: <http://www.ppslc.com/>.

Product Announcements

Ready-to-Run Software Announces Integrated Digital Identity Platform June 15 Release To Enable .NET Passport For Non-Windows

May 12, 2003 -- Ready-to-Run Software, Inc. today announced that the inaugural version of its "Integrated Digital Identity Platform" product will be released on June 15, 2003. This release will offer the first commercially available version of Microsoft's .NET Passport Manager to be built under the Microsoft (NASDAQ: MSFT) Shared Source Initiative program and enables the current release of .NET Passport Manager v2.5 to operate within a non-Windows environment.

"The initial goal of this product is to provide companies and consumer-facing sites, operating with a significant investment in their non-Windows infrastructure, the opportunity to take advantage of the technology inherent from Microsoft in the .NET Passport Single-Sign On (SSO) authentication service," according to Jeff Moskow, CEO of Ready-to-Run Software. "Also, these sites gain immediate access to a broad base of existing Passport identities by leveraging the most widely-used authentication service in the world today."

"RTR has been working with .NET Passport Manager source code and has been providing implementation support for the last three years. Clearly, we are pleased that they have elected to build a Shared Source version of .NET Passport into their recently announced Integrated Digital Identity Platform product," said Adam Sohn, product manager of .NET Passport for Microsoft "The strength and skills of RTR as a leader in cross-platform software services is critical in an area such as identity authentication service across the Internet," Mr. Sohn added.

Ready-to-Run Software, under separate exclusive agreements with Microsoft Corp., is the company who migrated previous source code versions of .NET Passport to Sun Solaris, Red Hat

Linux, IBM AIX and Hewlett-Packard HP-UX and that also currently provides ongoing engineering, maintenance and related support & implementation services for .NET Passport within non-Windows configurations. The June 15 release will enable a Linux-based implementation of .NET Passport. "Future versions of our Integrated Digital Identity Platform will offer support for other platforms according to demand," said Moskow, "and we will continually update the product to include support for the latest release of .NET Passport including making it available as a XML Web Service pre-built for non-Windows platforms." The Integrated Digital Identity Platform is actually a broad architecture capable of supporting and brokering multiple digital identities. The RTR product will potentially eliminate the need for companies to configure and support a range of SSO authentication products by acting as a software broker for competing identity services and specifications.

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New Release of FrontPage Server Extensions Made Available April 2003

Ready-to-Run Software (RTR), in cooperation with Microsoft, is pleased to announce the availability of the following Microsoft FrontPage Server Extensions Service Releases:

FPSE2002 SR1.1

Platforms supported with this release:

- BSDi 4.2, 4.3
- FreeBSD 4.4, 4.7
- HPUX 11, 11i
- Redhat Linux 7.3, 8.0
- SGI Irix 6.5
- Sun Intel Solaris 2.7, 2.8
- Sun Sparc Solaris 2.8, 2.9
- Tru64 5.0, 5.1

Supported Servers

- Apache 1.3.26 and above with mod_frontpage
- Apache 1.3.26 and above with DSO of mod_frontpage
- Apache 2.0.40 and above with DSO of mod_frontpage

FPSE2000 SR1.4

Platforms supported with this release:

- BSDi 4.2, 4.3
- FreeBSD 4.4, 4.7
- HPUX 11, 11i
- HP Tru64 5.0, 5.1
- Redhat Linux 7.3, 8.0
- SGI - Irix 6.5
- Sun Intel Solaris 2.7, 2.8
- Sun Sparc Solaris 2.8, 2.9

Supported Servers

- Apache 1.3.26 and above
- Apache 1.3.26 and above with mod_frontpage
- NCSA
- Netscape Enterprise 3.5, 3.6

These releases allow RTR, in coordination with Microsoft, to address various enhancements, bugs and security issues. For more

information about specific changes and security updates, visit:
<http://msdn.microsoft.com/library/default.asp?url=/library/en-us/dnservext/html/fpse02unix.asp>
 Note to FPSE users on IBM platforms:

Distribution of the IBM AIX & IBM OS/390 FPSE are no longer available from RTR. Technical support for the IBM zSeries 390 (SuSe Linux) is limited to the prior version of FPSE2002 only and is no longer offered for FPSE on AIX or OS/390 platforms. IBM is responsible for all related decisions regarding distribution and support of FPSE on their systems. Please contact your IBM representative directly to discuss your requirements for any of these later releases.

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[What's Coming In Future Editions](#)

- Software alerts—where should they be deployed?
- Cross-platform system management
- Application integration made easy (well, okay—easier!)
- Your suggestions — honestly, they will get read and will be seriously considered

[Send Us Your Questions & Ideas For Articles](#)

You are encouraged to submit your feedback, commentary and ideas for future articles which will be considered for publication. What cross-platform issues are you facing?

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 Located in N. Chelmsford, MA, RTR has served clients from start-ups to Fortune 100 companies including IBM, Microsoft, Sun Microsystems, Fleet Financial, TRW, 3M, Exxon, and many others. Our primary cross-platform software services include: a.) *Cross-Platform Migration & Porting*, b.) *Application Integration*, c.) *Web Services Implementation*, d.) *Product Maintenance/Tech Support*.

Cross-Platform Software News is a publication of Ready-to-Run Software, Inc., and is distributed to executives, management and senior technical staff at companies in the software development market or information technology departments of leading corporations. Requests for free subscriptions, address changes and any other commentary, ideas or questions may be sent to: CPSN@rtr.com.

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