

Point your browser to www.informationbuilders.com for more on these stories and other late-breaking news.

Publisher & Editor-in-Chief

Etta Levine

Contributors

David Baum
Gerald D. Cohen
Jeffrey Cohen
Paul DeGroot
Mel Duvall
David Folger
Jake Freivald
Eric Greisdorf
Pamela Haas
Eberly Mareci
Clark Matthews
Larry Reagan
John Senor
Martin Slagowitz
Rebecca Umberger

Design

Steve Adams, SWA Design

Production

Marge Keibel

Web Edition

IB Publishing Services,
Chris Boylan
www.informationbuilders.com

Cover photograph by Pam Francis

Published three times a year by Information Builders, Two Penn Plaza New York, N.Y. 10121-2898

Subscriptions are free for qualified readers who complete the form included in each issue or who subscribe online.

Address manuscript submissions, story ideas and correspondence to editor@ibi.com.

Information Builders, Inc. assumes no responsibility or liability for damages resulting from errors or misuse of information contained herein.

Vendor names and products in this issue are trademarked by their providers.

All published Information Builders Magazine material is copyrighted ©2002 by Information Builders, Inc. All rights reserved.

Advertising Info

Phone: (917) 339-5834
E-mail: etta_levine@ibi.com
Media Kit: www.informationbuilders.com/magazine

Sales & Information

www.informationbuilders.com
(800) 969-INFO
Printed in the U.S.A.

TO QUALIFY FOR A FREE SUBSCRIPTION VISIT
www.informationbuilders.com/magazine

New York State of Mind

Big Apple Core of IT Industry

“The best is yet to come for New York City,” promised Mayor Michael Bloomberg at the annual New York Software Industry Association (NYSIA) Software Summit cosponsored by Information Builders. High-tech companies were out in force at the Regent Wall Street Hotel where people flocked around keynote speakers Senator Hillary Rodham Clinton, Mayor Bloomberg and Speaker of the City Council Gifford Miller. Senator Clinton vowed to fight for the technology sector in New York by working closely with organizations like NYSIA.

“The trio’s presence certainly shows the attention and interest in turning New York City into a center for software development,” said Information Builders President and CEO Gerald Cohen, who is also chairman of NYSIA.

NYSIA decided to hold the conference, themed, “Stand With New York,” at a landmark Wall Street hotel as an economic and symbolic message of its commitment to the downtown financial district’s recovery. “The Regent is a landmark building that used to house the New York Stock Exchange,” Cohen explained. “It was an entirely appropriate location as NYSIA has helped lead efforts to rebuild the city’s IT industry since the September 11 terrorist attacks.”



Cohen with New York City Mayor Michael Bloomberg

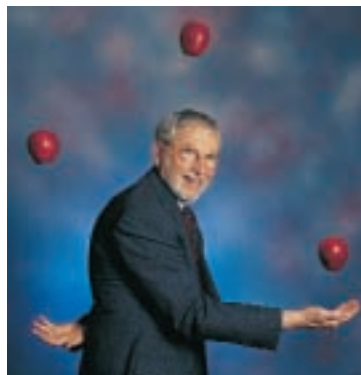


Pictured (from left): Information Builders founder Gerald Cohen, New York State Senator Hillary Clinton, and NYSIA President Bruce Bernstein

PHOTOGRAPHS BY STU MADISON

A Healthy Dose of WebFOCUS

New York City-based Mount Sinai NYU Health – reputable worldwide for top-quality patient care and leading-edge clinical research – turned to WebFOCUS to deliver critical information to executives at their five hospital campuses. “Having implemented TSI systems for over 10 years, it has been my experience that many decision-support projects and implementations lack a strategy to efficiently bring key clinical and financial results to senior management,” says Dave Fuld, director of Decision Support Services. “As a result, the projects typically have minimal ROI as the critical information can become trapped between analysts and middle management. After careful review, and assessment of the product technology and company service, we selected Information Builders to help us create an Executive Desktop for Mount Sinai NYU Health.”



PHOTOGRAPH BY STEWART OSHIELDS

Manhattan Chamber of Commerce Bestows Coveted Award

Information Builders was the proud recipient of the 2001 International Corporate Award, an honor bestowed on companies that exhibit substantial global growth and support of international business endeavors. Recipients of the annual award are selected by the Manhattan International Development Corporation (MIDC), a not-for-profit corporation affiliated with the Manhattan Chamber of Commerce.

“Information Builders is one of New York’s finest examples of entrepreneurial spirit translated into international business achievement and influence,” said Nancy Ploeger, executive director of MIDC. “Gerald Cohen and Information Builders have changed the landscape of technology commerce in the metropolitan area, and we’re fortunate to have such a deep knowledge and experiential base of resources through their involvement and commitment to business in New York.”

IN THE NEWS CONTINUED ON PAGE 5

I N T H E N E W S

Point your browser to www.informationbuilders.com for more on these stories and other late-breaking news.

Open Portal Strategy Expanded to Support IBM WebSphere

Information Builders has extended WebFOCUS Open Portal Services to support the IBM WebSphere Portal, integrating the powerful information delivery capabilities of WebFOCUS with the leading third-party information portal products. IBM customers gain immediate access to critical enterprise data via a personalized WebSphere Portal page. 🌀

Internet Crime-Buster App Heralded

The Pennsylvania State Police recently honored the Information Builders consultants who helped develop the Pennsylvania Uniform Crime Reporting System (PAUCRS). Hailed by FBI officials, the WebFOCUS-powered PAUCRS Web site (ucr.psp.state.pa.us) helps local police fight crime more effectively and gives citizens 24/7 access to crime statistics. 🌀

WebFOCUS Shines in the Sunshine State

Florida's Orange County Government chose WebFOCUS over the competition after extensive capability comparison testing. Orange County, currently beta-testing its next-generation financial management solution, AMS ADVANTAGE 3.0, selected WebFOCUS for its superior reporting functionality. 🌀

We've Got Class

Information Builders Customer Education has revamped Course 351, *Building Reporting Applications with WebFOCUS Developer Studio*, and Course 352, *Basic Reporting Language with WebFOCUS Developer Studio*, to reflect the product's latest enhancements. Contact your local Education Account Manager, visit www.informationbuilders.com/education, send email to Education_Mailbag@ibi.com or call 1-800-969-INFO for details. 🌀

Go for the Gold

Businesses depend on information and the ability to put that information in the hands of managers, employees, customers and partners – anytime, anywhere. Information Builders' three-level InfoResponse program – Standard, Silver or Gold – delivers a cost-effective way for organizations to get the most out of their enterprise and Web systems. Contact your local sales branch or visit www.techsupport.ibi.com for more information. 🌀

Share and Share Alike

Information Builders' *Corporate Reference Program* is a tribute to those customers who've touted their successful apps during reference calls – and an incentive to keep on sharing their product knowledge. Join the many customers who enjoy such benefits as early information on new releases and product documentation, increased visibility through speaking engagements like Summit, and participation in beta programs. We'll even host an annual "red carpet" at your site. Contact your local branch representative for immediate enrollment. 🌀

All Doc All the Time

Ever wish all the information you need to use your software were instantly accessible, from a single place? Information Builders' online library puts tech documentation at your fingertips – anytime, anywhere via the Internet. Follow the Library link under Tech Support at www.informationbuilders.com or call Ghada Captan at 212-736-4433, x4728. 🌀

Test Drive WebFOCUS

at a free hands-on workshop near you—Visit www.informationbuilders.com/workshops for dates and locations.

ACCELERATING BUSINESS INTEGRATION

iWay Adapter Factory Offering

iWay Software has introduced its Integration Adapter Factory, a new line of business focused on developing and supporting industry-standard adapters to facilitate integration, and delivering open, intelligent, reusable adapters that can address any integration requirement. 🌀

iWay Supports Oracle 9i Application Server

Over 200 iWay Intelligent Adapters let Oracle 9iAS users quickly and easily build new applications that interact with virtually all existing applications, data and business processes – without extensive custom coding – cutting the time, cost, and complexity of 9iAS integration projects. 🌀

iWay, Microsoft Talk BizTalk

Three powerful integration tools comprise iWay's Microsoft-based solution: iWay Intelligent Adapters, BizTalk Server, and Web Services. Users can quickly implement an integration infrastructure that takes advantage of Web services and leverages disparate data sources throughout the enterprise. 🌀

iWay's Ascential Partnership

iWay technology can now be bundled into Ascential Software's DataStage (ETL) offering. "The synergistic value of the combined Ascential and iWay technologies has been validated by the substantial ROI achieved by the many customers using this framework," said Jeff Boehm, Ascential's VP of Marketing. 🌀

Visit www.iwaysoftware.com for more on these items plus additional news and events.