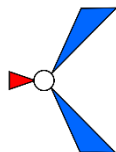


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<p><1195/c></p>  <p>Key: Footprint ConEn1 Footprint ConEn2 Footprint ConEn3</p>	<p>new-fangled French vehicle called Ariana SA. Ariana's mission is to take a lot of the risk and expense out of setting up in Europe by establishing the American firm's subsidiaries itself. It will then focus on direct, VAR and systems integrator sales of the US product to large and medium accounts, take the organisation through the incubation process and sell the subsidiary back to the US company for cash or shares in three years time. Ariana is the brainchild of Roger Haddad, who previously founded Metrologie, probably one of the most successful value added hardware and software distribution networks ever created in Europe, with sales worth some \$1bn in 1990. He estimates he can handle ten US concerns in the next five years and is particularly interested in partnering with leading firms, ready to ship beta-tested product, in client/server software, software tools for business applications, X-terminal and workstation software, wireless networks and software for networking and telecommunications. It is looking for products with a worldwide sales potential of \$30m to \$100m in three to five years. Ariana, initially started in France, has already corralled one partner, the UK firm IXI Ltd, and expects to sign three this year including Network Computing Devices Inc, first for its PC Xview product and later for its full terminal line. In the coming months it will expand out into Germany, Switzerland and the UK as a network of independently owned operations. To start, Ariana will demand an exclusive distribution contract, co-operative advertising funds and a 50% royalty. It will be paid a fee for its various operating services estimated at between \$15,000 and \$50,000 per unit per country plus a 5% sales commission at transfer cost. A unit should be up and running in three to six months with sales of \$1m forecast for the first year. Profitability is forecast for the fourth quarter. Buying back the subsidiary will cost the last twelve months in sales times a factor of 0.75 to 1.5. Afterwards Ariana could remain the unit's distributor. Ariana's board includes Bernard Giroud who started Intel France in 1971 and left the company last year a corporate vice president to become a venture capitalist, Gerard Yon, formerly sales and marketing manager of Chorus Systemes, the microkernel house, and now president of VST, a French start-up in electronic document management, and Pascal LeVasseur, technical director of Dell France. +33 1 4772 0808 MINIGRAMS Sun and Hewlett Packard will launch their object-oriented version of Unix, code named Spring, this Autumn, according to Microscope, two years ahead of Taligent and Microsoft's Cairo. The paper claims this represents a serious challenge to other Risc vendors jostling for position in the software arena. The project covers</p> <p>the production of an Interface Definition Language which will convert Unix-based systems to object-orientation</p> <p>. John Cage, Sun's vice president, says that Spring was conceived as a backlash to the formation of the Open Software Foundation in 1989. The OSF hindered Sun's production of a 'standard' Unix. Sun and HP then secretly allied, bringing together expertise in the operating system and user interface respectively. Frame Technology Inc believes the next generation of desktop publishing systems will utilise electronic document publishing as their cornerstone. As such, it has introduced Frame Builder, a development environment for creating and using document applications that support the Standard Generalised Markup language.</p>
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	<p>Unix System Labs' top brass has been meeting with the Russian Minister of Higher Education about getting Unix made part of the curriculum. Discussions are still ongoing. Unix System Labs is under the impression NCR, a fellow AT&T subsidiary, is going to opt for Destiny. We hate to burst their bubble but we hear it will be buying far more of Solaris-on-Intel. User demand could see it use Destiny in spots of course, or maybe the Destiny binary UnixWare, but there's no love lost between Novell and NCR, which supports LanMan instead. Anyway NCR, is doing an awful lot with NT. Interested parties are now not expecting quantity shipments of 40Mhz Sparc Vikings until the first quarter. Intel Corp has written an experimental DOS emulator to act as a server on IBM's Mach 3.0 for PS/2s. DEC is rumoured to be pressing for a Unix SVR4 personality on top of OSF/1: remember it already has SVR4 for its telecomms stuff. Microsoft Corp's NT is now being touted for the second quarter of 1993. SCO's Doug Michaels is off to China to try and work out some of the copying and pirating issues, claiming that up to one third of PCs in the People's Republic run SCO Xenix. The basis of Pink, the Apple/IBM (Taligent) object-oriented operating system of the future is understood to be a proprietary microkernel called Opus that began life in Apple back in 1988. Some want Taligent to go with Mach 3.0 instead of Opus-for-openness, and to try and get the stuff out earlier, even if it were to mean having to tie up loose ends as it went along. Despite its problems (see page 1) OSF says it is still shooting for self-sufficiency by 1994. It says other small scale RFTs will follow in the fashion of the graphical user interface GAIA follow-on, but there is unlikely to be any more big and costly new technology requests. OSF claims 75,000 OSF/1 binaries shipped this year; 100 DCE source licences and 100 user-level application developers with a further 100 to follow by the end of the year, it claims. Ask/Ingres launched</p>
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