

100 Emerging Companies To Watch in 2000

Methodology: To identify and select emerging companies for the Top 100 special supplement, *Computerworld* invited companies to nominate themselves at our Web site, www.computerworld.com.

To qualify, companies were required to have at least 50% growth in the past two years and to have earned either \$1 million in revenue or received \$5 million in financing.

From May 1 through July 16, 560 nominations were received. *Computerworld's* panel of editors reviewed the description of each company's primary market focus, the segments in which the company competes

and the product descriptions. Editors then determined the 10 technology areas the emerging companies represented and grouped the nominations accordingly.

Selection of Finalists

Each *Computerworld* panel member was assigned a technology area and reviewed the nominations in that area. The panel selected 20 to 30 finalist companies in each area for the Emerging Companies 2000 list. Selection was based in part on the following criteria:

- The company has an innovative product or service.

- The company will have product shipping by year's end.
- The company has customer references.
- The company has a management team (not one person acting in many roles).

Nomination forms for the finalists in each technology area were sent to a panel comprising information technology industry influencers, including Robert Metcalfe, vice president of technology at International Data Group; Frank Gens, senior vice president of Internet research at International Data Corp.; Priscilla Tate, executive director of Technology Managers Forum Interna-

tional; Howard Anderson, president of The Yankee Group; Peter G. W. Keen, chairman of Keen Education; and Charles Feld, CIO at Delta Air Lines Inc. We asked the panel of IT influencers to rate the finalists on the following characteristics:

- The company and its technology offer demonstrable value to corporate IT operations in Fortune 1,000 companies; the product or service addresses problems or challenges that IT managers face.
- The company is innovative, the product or service presents a new and creative approach to an IT issue and the product or service competes in a relatively new or emerging market.
- The company demonstrates an ability to execute its strategy in terms of revenue, revenue growth, funding and its management team.

These scores were totaled for each category. Companies with the highest scores in each category were selected for the Emerging Companies 2000 list.

Note: Some companies in the survey underwent acquisition:

- Abuzz was acquired by The New York Times.
- Carent Corp. was acquired by Cisco Systems Inc.
- Netpodium Inc. was acquired by Intervu Inc.
- iPivot Inc. was acquired by Intel Corp.

Company Name	Location	URL	Number of Employees	Year Founded	Founder	Public or Private	Product Names	Primary Market Focus
APPLICATION DEVELOPMENT								
ChiliSoft Inc.	Bellevue, Wash.	www.chilisoft.com	42	1994	Charles Crystle	Private	ChiliSoft ASP, ChiliReports	Internet applications development software
Decisionism Inc.	Boulder, Colo.	www.decisionism.com	50	1996	Gordon Ratkin	Private	Aclue Decision Supportware, E-Commerce Analysis Suite, Aclue for Oracle Financial Analyzer	OLAP analytical applications and data marts development software
Embarcadero Technologies Inc.	San Francisco	www.embarcadero.com	60	1993	Stephen Wong, Stuart Browning, Coleen Weeks, Nigel Myers	Private	DBArtisan, ER/Studio, Rapid SQL	Software for development of database applications
Personify Inc.	San Francisco	www.personify.com	45	1996	Steve Krause, Adam Gross	Private	Personify Essentials, Personify Snapshot	Online marketing, Web data mining and decision support applications
Riverbed Technologies	Vienna, Va.	www.riverbedtech.com	31	1998	Wayne Jackson, Dave Rensin	Private	ScoutSync, ScoutIT, ScoutArchitect	Enterprise data exchange applications between handheld devices and corporate networks
BUSINESS PROCESS AUTOMATION								
Augeo Software Inc.	San Jose, Calif.	www.augeo.com	75	1991	Eric Montell	Private	Augeo Intelligent Planner	Professional services automation
Documentum Inc.	Pleasanton, Calif.	www.documentum.com	600	1990	Howard Shao, John Newton	Public	Documentum 4i, Documentum Innovation Application Series	Content management tools
Enovia Corp.	Charlotte, N.C.	www.enovia.com	250	1998	Bernard Charles-Dassault	Private	ENOVIA PM, ENOVIA VPM	Application development management
Envive Corp.	Mountain View, Calif.	www.envive.com	75	1996	Charlie Koo	Private	Service Level Manager (SLM), Stopwatch Pro, Inspector	Application and service-level management software
Evoked Software Corp.	San Francisco	www.evokedsoft.com	44	1996	Lacy Edwards	Private	Migration Architect, MA/Extract for VSAM	Data Profiling and Mapping solution
Haht Software Inc.	Raleigh, N.C.	www.haht.com	150	1995	Rowland Archer	Private	HAHTsite Application Server, HAHT e-Scenarios, HAHTsite Integrated Development Environment	Provides applications, services and platform to extend enterprise business systems to the Web
iClick Inc.	White Plains, N.Y.	www.iclick.com	50	1996	Rosalia Bacarella	Private	iClick Action Network	Web-based employee and manager self-service and enterprise portal solutions
Intelligent Systems Technology Inc.	Santa Monica, Calif.	www.intelsystech.com	10	1994	Dr. Azad M. Madni	Private	ProcessEdge Enterprise Suite, Solution Consulting Services, R&D Services	Enterprise process support, decision support, and self-paced instruction technologies
Motive Communications Inc.	Austin, Texas	www.motive.com	85	1997	Scott Harmon	Private	Motive Duet, Motive ActiveLink	Automated support chain solutions
webMethods Inc.	Fairfax, Va.	www.webmethods.com	100	1996	Phillip Merrick	Private	webMethods B2B, webMethods B2B for R/3	XML-based solutions for business-to-business e-commerce
CONSULTING AND SERVICES								
Aspen Consulting Inc.	Rolling Meadows, Ill.	www.aspen.com	31	1993	Stewart Booden, Stephan Meon	Private	E-Commerce Enterprise Storage Management, Staff Augmentation Services	E-commerce application development
Edymion Systems Inc. (ESI)	Oakland, Calif.	www.esicom.com	125	1998	Fred Phares, Steve King	Private	SAP BW Implementation, PeopleSoft EPM Implementation, I-commerce-ERP Integration	Operations management
Fusive.com	Deerfield Beach, Fla.	www.fusive.com	72	1996	David Finkelstein	Private	Web-enabled business solutions, E-commerce application development, Middleware and object framework development	Browser-based enterprise software products and solutions
NetNumina Solutions Inc.	Charlestown, Mass.	www.netnumina.com	25	1997	Imran Sayeed, Anish Dhandu and Greg Sabatino	Private	VIEW Methodology, Co-development, Knowledge sharing and knowledge transfer	Architecture, middleware and custom development services for e-business solutions
Viridien Technologies Inc.	Boxborough, Mass.	www.viridien.com	70	1997	Dan Sierra	Private	RAP, QoS Control	Consulting services
CUSTOMER CARE AND SUPPLY-CHAIN MANAGEMENT								

I/O Software Against the World of Hackers

In 1991, I/O Software Inc.'s founder and CEO, William Saito, realized that although many security devices existed, well-integrated biometric security applications were scarce. Saito, a medical school graduate turned high-tech guru, diagnosed the scarcity as an opportunity. Four years later, in 1995, Saito remedied the problem when he unveiled I/O Software's SecureSuite biometric security software at Comdex.

SecureSuite is the Riverside, Calif.-based company's set of security applications that use biometrics to provide secure log-on, screen saver unlocking, file and folder encryption and a single sign-on utility for Windows 95, 98 and NT users. Biometric security uses physical characteristics such as fingerprints, retinas and voice or personal behavior traits such as typing and keystroke patterns to verify a user.

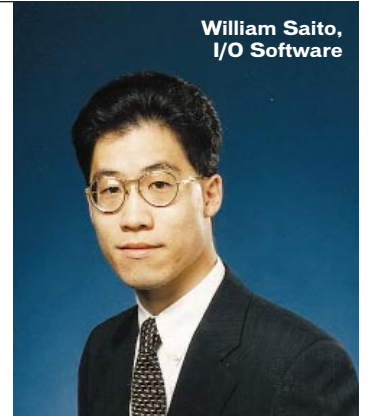
And the biometrics proved the solution for California's Prison Industry Authority, which provides job training for inmates through a program in which they supply goods to state agencies. Its password-based system to PCs wasn't doing the job. "Inmates were not keeping their passwords to themselves," says David Escobar, information technology manager. "With SecureSuite, we can use fingerprint devices to control access to PCs and further control which applications users can access and what rights they have."

Escobar likes that the unit is self-contained. Fingerprint records and templates are stored within the device and not on the PC. SecureSuite takes only two seconds to scan fingerprints, recognize them and then grant or deny access to the PC.

The Top 12 PC manufacturers will be incorporating authentication features into PCs within the next 12 months, according to Saito, who says 1999 "has really been a kick-start year. Security is moving to the forefront of IT managers' minds." I/O Software's business has grown from 10,000 user licenses in 1998 to 100,000 user licenses this year. Revenue has climbed steadily since the company first reached profitability in 1994, growing more than 60% each year.

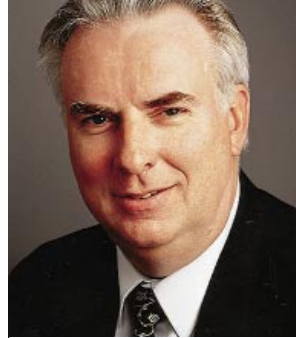
"I/O Software recognized and quickly grabbed hold of a good niche," says Julian Ashburn, former deputy at the Association of Biometrics in London. "The company listens to users and integrates customer feedback in their product." Ashburn likes I/O's approach to security and its ability to quickly deliver well-thought-out products.

— Lorraine Cosgrove



William Saito, I/O Software

Bryan Grummon, ChiliSoft



ChiliSoft's Open to All Systems

ChiliSoft Inc., founded in 1994, considers itself a 2-year-old start-up. After struggling three years with limited financing raised from the family and friends of founder Charles Crystle (now vice president of

applications), ChiliSoft in 1997 sought venture capital to develop an Active Server Pages (ASP) engine to vie with Microsoft Corp., which developed ASP.

The Bellevue, Wash.-based company so far has raised \$5 million in venture capital and plans to raise \$15 million more this year through a private placement, says Bryan Grummon, president and CEO. ChiliSoft ASP (now in Version 3.0), has been on the market for a year. Revenue is expected to double this year from just under \$1 million last year.

ASP is a simplified way of adding content to a site. For example, Grummon says a ChiliSoft ASP Web application for 401(k) information would work this way: The application would accept requests for personal data, assemble information from multiple sources and format the pieces into a single view.

Roy Alston, a graduate student in charge of an

ASP project at Texas A&M University in College Station, Texas, says ChiliSoft's ASP engine saves him time in his part-time role as a university Web page programmer. "ASP is a more straightforward way to open the database, sort it or add and delete data," than using HTML or text files, he says. Alston bought ChiliSoft's engine because it worked with a piece of third-party software the school wanted to use.

Unlike Microsoft's ASP, which runs only on different versions of Windows, ChiliSoft ASP 3.0 runs on IBM's AIX and Sun Microsystems Inc.'s Solaris, Grummon says. HP-UX and Linux versions are due by year's end, and an AS/400 version is due next year.

Eric Schmitt, an analyst at Forrester Research Inc. in Cambridge, Mass., says ChiliSoft is betting that Web sites will continue to use ASP. But in the long run, "they need an alternative story, a Java story," says Schmitt.

Grummon says ChiliSoft ASP 3.0 does have a limited "Java story" because it can access data from Java applications. But he says he sees no need for ChiliSoft to have a Java-specific ASP product that could work with Java Server Pages. "I assume that both Microsoft and Sun will be around, and we'll need to be compatible with both." — Steve Alexander, a freelance writer in Edina, Minn.

Company Name	Location	URL	Number of Employees	Year Founded	Founder	Public or Private	Product Names	Primary Market Focus
BroadVision Inc.	Redwood City, Calif.	www.broadvision.com	300	1993	Pehong Chen	Public	BroadVision One-To-One Commerce, BroadVision One-To-One Financial, BroadVision One-To-One Knowledge	Customer Relationship Management
CommercialWare Inc.	Natick, Mass.	www.commercialware.com	80	1999	Donny Askin	Private	Mozart	Order management and fulfillment software
EC Cubed Inc.	Wilton, Conn.	www.eccubed.com	90	1996	Harsha Kumar, Tarun Sharma	Private	ecDataBuilder, ecProfiler, ecWorkRouter	Customer relationship management
Kana Communications Inc.	Palo Alto, Calif.	www.kana.com	130	1996	Mark Gainey	Private	Kana CMS	Enterprise-class Internet customer communications products
RightPoint Corp.	San Mateo, Calif.	www.rightpoint.com	75	1994	N/A	Private	Real-Time Marketing Suite	Real-time marketing
Synchrony Communications Inc.	Cincinnati, Ohio	www.synchronyinc.com	45	1997	Mark Richey	Private	The Synchrony Solution	Customer relationship management
Vignette Corp.	Austin, Texas	www.vignette.com	480	1995	Ross Garber, Neil Webber	Public	StoryServer, Vignette Syndication Server, Vignette Development Center	Enterprise products for building businesses online
E-COMMERCE								
Accrue Software Inc.	Fremont, Calif.	www.accrue.com	52	1996	Bob Page, Jonathon Nelson	Private	Accrue Insight 3.0, Accrue Site Knowledge, QuickBridge for Vignette StoryServer	Enterprise-class e-business analysis software and services
Andromedia Inc.	San Francisco	www.andromedia.com	100	1995	Kent Godfrey	Private	LikeMinds Personalization Server, ARIA, ARIA e-commerce	E-marketing software
ClearCommerce	Austin, Texas	www.clearcommerce.com	120	1996	Julie Ferguson, Riss Estes	Private	Merchant Engine, Hosting Engine	Internet commerce transaction software
EdgeNet Inc.	Brentwood, Tenn.	www.edgenetmedia.com	26	1993	Tim Choate	Private	m2o Configurator System, Community Development Kit	E-commerce application deployment tools
Extricity Software Inc.	Redwood Shores, Calif.	www.extricity.com	95	1996	Ken Ross, Greg Olsen	Private	Extricity AllianceSeries, Extricity AllianceInteract E-business Process Solutions	Business-to-business integration applications
FaceTime Communications Inc.	Foster City, Calif.	www.facetime.net	38	1997	David Hsieh, Mehdi Maghsoodnia	Private	FaceTime Message Exchange, Instant Messaging Management, Email Management	Internet-based customer interaction software
FreeMarkets Inc.	Pittsburgh	www.freemarkets.com	210	1995	Glen T. Meakem, Sam E. Kinney	Private	Custom online real-time bidding events	Business-to-business online market applications
Intelisys Electronic Commerce LLC	New York	www.intelisys.com	110	1996	Robert Barnes	Private	IEC-Enterprise, IEC-Link, B2Bonramp	Internet-based procurement products
Intraware Inc.	Orinda, Calif.	www.intraware.com	200	1996	Peter Jackson, Paul Martinelli and Mark Hoffman	Public	SubscribNet, intraware.shop, Intraware IT Knowledge Center	Internet-based services
Media Solutions International Inc.	Roswell, Ga.	www.msi-usa.com	30	1993	Roy W. Olivier	Private	Net-Compass Parts & Service System Suite, Net-Compass Product Support Service, Net-Compass Warranty System	Automation software for automated parts, service, warranty, diagnostics and communications management
Netcentives Inc.	San Francisco	www.netcentives.com	160	1996	Eric Tilenius, Elliott Ng	Private	ClickRewards, ClickRewards@Work, Loyalty Networks	Online rewards and loyalty programs
OnDisplay Inc.	San Ramon, Calif.	www.ondisplay.com	85	1996	Mark Pine, Trung Dung	Private	CenterStage eContent, CenterStage eIntegrate, CenterStage eBizXchange	Application suite for rapidly deploying e-business portals
Perceptual Robotics Inc.	Evanston, Ill.	www.perceptualrobotics.com	15	1995	Paul Cooper	Private	Look and Buy, Interactive Telepresence Software	Telepresence software products
RoweCom Inc.	Cambridge, Mass.	www.rowe.com	126	1994	Richard Rowe	Public	kStore, kLibrary	Web-based services to manage the acquisition of knowledge resources
Sales Vision Inc.	Charlotte, N.C.	www.salesvision.com	60	1994	Tom Fedell, Robert Kear, Karl Johnson and Wells Tiedeman	Private	Jsales, SalesPortal	Java-based applications, portals and development tools
Vastera Inc.	Dulles, Va.	www.vastera.com	175	1992	Arjun Rishi, George Bardos	Private	Global Passport (Formerly known as EMS-2000)	Products for international trade logistics
WebLine Communications Corp.	Burlington, Mass.	www.webline.com	100	1996	Firdaus Bhatena	Private	WebLine Collaboration Server, WebLine Media Blender	Interactive e-commerce and Internet customer service software
Webridge Inc.	Portland, Ore.	www.webridge.com	80	1996	Gary Fielland, Mark Anastas	Private	Mainspan Partner Relationship Management System, Mainspan 2.0	Tools for partner relationship management
INFORMATION AND KNOWLEDGE MANAGEMENT								
Abuzz	Cambridge, Mass.	www.abuzz.com	34	1996	Andy Sack	Private	Beehive	People-based intellectual capital management software
Arial Systems Corp.	Vernon Hills, Ill.	www.arialsystems.com	30	1996	Tom Pirelli, Jim Alland	Private	ArialView PSD, ArialViewR Total Access Network, ArialVoice browser	E-Service collaboration tools
Artesia Technologies	Rockville, Md.	www.artesiatech.com	60	1999	Chris Veator	Private	TEAMS	Digital asset management products
Autonomy Inc.	San Francisco	www.autonomy.com	70	1996	Mike Lynch	Public	Portal-in-a-Box, ActiveKnowledge, Knowledge Update (and Alert)	Knowledge management and new media publishing
CorVu Corp.	Edina, Minn.	www.corvu.com	120	1993	Justin MacIntosh	Private	CorVu Balanced Scorecard Solution, CorVu Web Server, CorVu Enterprise Business Performance Management Suite	Integrated business intelligence and business performance management products
Maxager Technology Inc.	San Rafael, Calif.	www.maxager.com	80	1996	Michael Rotschild	Private	The Maxager System	Advanced profit analysis software
Open Text Corp.	Waterloo, Ontario	www.opentext.com	700	1991	Frank Tompa, Gaston Gonnet and Tim Bray	Public	Livelink, BASIS/Techlib, OnTime	Collaborative knowledge management tools
Revelwood Inc.	New York	www.revelwood.com	35	1995	Ken Wolf	Private	SmartSite	Online Analytical Processing Application
The docSpace Co.	Menlo Park, Calif.	www.docspace.com	80	1997	Evan Chrapko	Private	docSpace Express, docSpace Drive, docSpace Direct	Web-based applications for file delivery, storage and collaboration
NETWORK AND COMMUNICATIONS MANAGEMENT								
Altiga Networks	Franklin, Mass.	www.altiga.com	58	1998	Mark Freitas	Private	Altiga C50, Altiga C20, Altiga C10 VPN Concentrator Series	Hardware to build virtual private networks
Cerent Corp.	Petaluma, Calif.	www.cerent.com	175	1997	Ajaib Bhadare	Private	Cerent 454	Tools to build and transition to data-intensive fiber-optic networks
Cobalt Networks Inc.	Mountain View, Calif.	www.cobaltnet.com	104	1996	Mark Orr, Gordon Campbell, Mark Wu and Vivek Mehra	Private	CacheRaQ 2, Qube 2, RaQ 2	Network communication software
Concord Communications Inc.	Marlboro, Mass.	www.concord.com	175	1994	C. Kenneth Miller	Public	Network Health	Automated network reporting
eFusion Inc.	Beaverton, Ore.	www.efusion.com	75	1996	Ajit Pendse	Private	eStream, eBridge	Internet tools that enable enhanced interactive communications
F5 Networks Inc.	Seattle	www.f5.com	170	1996	Jeff Hussey	Public	BIG/p, 3DNS, global/SITE	Internet traffic management

Evoke Software: Quality and Speed

Evoke Software Corp.'s product, Migration Architect, analyzes data in a fraction of the time it would take to do so manually. Most important, it gives companies a tool to create high-quality data.

"I've been stung by data quality," says Ralph Nordstrom, data warehouse architect at the Automobile Club of Southern California in Los Angeles. "You're really not going to get anywhere with data warehousing without high-quality data."

Migration Architect allows database analysts to understand exactly what's in their database by looking at every detail of the data. It examines every row and column of a database and all aspects of the data, from behavior patterns to rates of change.

"It will catalog each value," says Nordstrom. "We ran it through our database and found a field called 'fishing,' but when we looked at the data, we found Social Security and alien ID numbers. We don't sell fishing licenses anymore, so the programmers used that field for the Social Security numbers of people who buy traveler's checks."

San Francisco-based Evoke's product also saves database analysts countless hours of time. "With Evoke, what would take four to six hours per data element to analyze can now be done within 15 to

30 minutes, and it catalogs the data," Nordstrom says.

"The tool makes it easy to look at all the data for the time they would normally spend looking at one attribute," agrees a data analyst at a major telecommunications firm in California.

"It allows you to look at your legacy data so that you can look at all the real data, not just the meta-data," says CEO Lacy Edwards, who co-founded Evoke in December 1996. "For example, a database could have my name in one record as Lacy Edwards and another as Ledwards. Migration Architect allows you to see this and understand the data better."

"[Migration Architect] enables us to do a lot of stuff we just wouldn't have done — things we gave up on," says the telecommunications company analyst.

But Evoke's customers aren't the only happy ones. With an expected \$10 million in revenue this year compared with \$4 million last year, "I'm pleased," says Edwards. — *Joyce Chutchian, a freelance writer in Concord, Mass.*



Lacy Edwards, Evoke Software

CommercialWare's Customer Focus

The J. Jill Group Inc., an upscale women's apparel retailer, prides itself on its customer service and order management. The retailer has direct ties among its catalog, online and retail stores that include real-time inventory and order entry among other features, thanks to Mozart, a consumer marketing software tool from CommercialWare Inc.

With Mozart, Tilton, N.H.-based J. Jill has a direct feed into its order processing system, which allows the retailer to give instant customer service. When customers order online, they can quickly change their order by contacting customer service via phone, fax, e-mail or by visiting a retail store.

CommercialWare spun off in March from its parent company, ASA International Ltd., a Framingham, Mass.-based vertically oriented software holding company, and expects to double its size from 53 employees in March to 110 employees by year's end. And since the arrival of CEO Bill Culp, the company has seen sales revenue grow from \$11 million last year to an expected \$20 million this year.

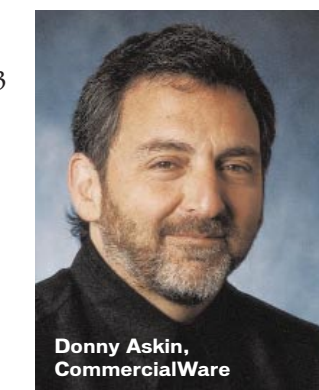
Its secret to success? "We're not just focused on e-commerce," says

Donny Askin, senior vice president and founder of the Natick, Mass.-based company. "We're taking what was a small niche — catalog direct marketing — and making it horizontal by creating a multi-channel approach, whether it be via phone, fax, the Web or mail."

This approach is done through Mozart, which ties customer information in real time to a built-in infrastructure that handles direct-to-consumer information. By providing the tools for the back-end integration of marketing, customer service, accounting and fulfillment, Mozart allowed J. Jill to expand its retail catalog company by adding a fully integrated Internet store as well as retail stores. "[CommercialWare] has taken a call management system and

has retrofitted that to the e-commerce industry," says Randy Dow, J. Jill's vice president of IS.

What led Dow to CommercialWare was the 10 to 15 years of experience before its spin-off earlier this year. "They actually redesigned a brand new catalog system from scratch, rather than remodeling an existing product. They know this industry well," Dow says. — *Joyce Chutchian*



Donny Askin, CommercialWare

Company Name	Location	URL	Number of Employees	Year Founded	Founder	Public or Private	Product Names	Primary Market Focus
GRIC Communications Inc.	Milpitas, Calif.	www.gric.com	150	1994	Hong Chen	Private	GRIC CSP, GRICTraveler, GRICPhone	Internet value-added services for service providers (Internet service providers, telcos and emerging carriers)
Quallaby Corp.	Burlington, Mass.	www.quallaby.com	56	1997	Yves Charles	Private	PROVISO, PROVISO Library	Service-level management products
Segue Software Inc.	Lexington, Mass.	www.segue.com	282	1988	N/A	Public	LiveQuality EBMS, SilkPerformer, Silk Observer/Silk Pilot	E-business management
System Management Arts Inc. (SMARTS)	White Plains, N.Y.	www.smarts.com	43	1993	Shaula Yemini	Private	InCharge Applications	Real-time network analysis applications for self-healing networks
SYSTEM MANAGEMENT AND SECURITY								
3-G International Inc.	Springfield, Va.	www.3gi.com	130	1991	Tom Gregg	Private	Passage Enterprise and Passage Government, Passage Desktop, Passage Services	Smart card applications for security
Appliant Inc.	Seattle	www.appliant.com	50	1997	Brian Bershah	Private	Appvisor for Microsoft	Application monitoring and measurement platform
Aventail Corp.	Seattle	www.aventail.com	110	1996	Evan Kaplan, Chris Hopen and Derek Brown	Private	Aventail ExtraNet Center	Management and security solution for sharing data and applications over IP networks
Chain Link Technologies Inc.	Sunnyvale, Calif.	www.clti.com	85	1995	Raj Jain, Ram Duraiswamy and Nick Fergus	Private	Apps*Integrity, IS*Integrity, Object*Migrator	IT process automation software
I/O Software Inc.	Riverside, Calif.	www.iosoftware.com	39	1991	William Saito	Private	SecureSuite	Information security software
Online Technologies Group Inc. (d/b/a OTG Software)	Bethesda, Md.	www.otg.com	151	1992	Richard Kay	Private	ApplicationXtender, DiskXtender, WorkflowXtender	Automated NT data access and storage management
teamshare Inc.	Colorado Springs	www.teamshare.com	37	1997	Kevin Dietz	Private	teamtrack, teamtrack on-line	Web-based, team-oriented productivity tools
Technauts Inc.	Cary, N.C.	www.technauts.com	25	1997	Ravi Periasamy	Private	eServer.net, eServer.mail, eServer.share	E-mail, file and print services, firewall and Web services
TECSEC Inc.	Vienna, Va.	www.tecsec.com	12	1990	Edward M. Scheidt	Private	eAccess, Private Office	Advanced encryption products
XIOtech Corp.	Eden Prairie, Minn.	www.xiotech.com	65	1995	Philip Soran, Larry Aszmann and John Guider	Private	MAGNITUDE, REDi Copy, REDi Access	Virtualized, shared and software-based storage systems
WEB APPLICATIONS								
Agile Software Corp.	San Jose	www.agilesoft.com	160	1995	Bryan Stolle	Private	Agile Anywhere, Agile eHub, Agile eXpress Viewer	Web-centric product content management software
AvantGo Inc.	San Mateo, Calif.	www.avantgo.com	50	1997	Felix Lin (co-founder)	Private	AvantGo 2.0, AvantGo.com, AvantGo We To Go	Products to manage mobile information and extend enterprise applications to handheld devices
2order.com (formerly BT Squared Technologies)	Atlanta	www.2order.com	50	1991	Scott Geller	Private	2order ICE, 2order ISS	Enterprise software to automate sales, quotation and order management
Centra Software Inc.	Lexington, Mass.	www.centra.com	82	1995	Leon Navickas	Private	Centra 99	Internet software for live training and business collaboration
DataSage Inc.	Reading, Mass.	www.datasage.com	55	1997	David Blundin	Private	DataSage netCustomer	Web-based data mining software
Eloquent Inc.	San Mateo, Calif.	www.eloquent.com	98	1995	Clifford Reid, David Glazer	Private	Eloquent 4.0, Eloquent Professional Services, Eloquent Content Production	Web-based rich media business communications software
IT Factory Inc. (owned by IT Factory A/S)	Cambridge, Mass.	www.itfactory.com	95	1997	Lars M. Johansen	Private	ITF Software Development Kit, ITF Business Suite, ITF Plus Suite	Notes/Domino development tools and Web-enabled application components
Linguistic Technology Corp.	Littleton, Mass.	www.englishwizard.com	21	1994	Larry Harris	Private	English Wizard Client, English Wizard Add-in, English Wizard Software Developer's Kit (SDK)	Natural language information access tools
Logility Inc.	Atlanta	www.logility.com	250	1997	Michael Edenfield	Public	Demand Chain Voyager, Voyager XPS, Event Planning	Collaborative value chain planning products
net.Genesis Corp.	Cambridge, Mass.	www.netgen.com	130	1995	Matthew Cutler, Eric Richard	Private	net.Analysis, net.Instrument, Design for Analysis	Web site measurement and analysis solutions
Netpodium Inc.	Seattle	www.netpodium.com	30	1997	John O'Halloran, Mike Templeman	Private	Netpodium 2.0, Netpodium Event Hosting Services	Interactive broadcasting and hosting on the Web
Onset Technology Inc.	Santa Cruz, Calif.	www.onsettechnology.com	30	1997	Gadi Mazor, Ron Maor	Private	ThruFax, MetaFax	Automatic recognition products
PointBase Inc.	San Mateo, Calif.	www.pointbase.com	22	1998	Bruce Scott	Private	PointBase Mobile Edition, PointBase Server Edition	Data management products
Rubric Inc.	San Mateo, Calif.	www.rubricsoft.com	55	1997	Hal Steger	Private	Rubric EMA	Enterprise marketing automation applications
USAData.com	New York	www.usadata.com	22	1997	Ric Murphy	Private	MarketTarget, PowerTarget, Internet Information Portal	Business-to-business e-commerce portal
WEB INFRASTRUCTURE								
Cloudscape Inc.	Oakland, Calif.	www.cloudscape.com	50	1996	Nat Wyatt, Howard Torf	Private	Cloudscape 2.0, Cloudsync, Cloudweb	Embeddable data management for e-business
Digital Island	San Francisco	www.digisle.net	210	1995	Ron Higgins	Public	TraceWare, Usage-based Pricing, Managed Bandwidth	Network services for globalizing e-business applications
Eprise Corp.	Framingham, Mass.	www.eprise.com	52	1992	Jon Radoff	Private	Eprise Participant Server	Web site content management software
Freshwater Software Inc.	Boulder, Colo.	www.freshtech.com	8	1996	Donna Auguste, John Meier	Private	SiteScope, SiteSeer/Global SiteSeer	Web site performance monitoring
Idiom Technologies Inc.	Cambridge, Mass.	www.idiomtech.com	13	1998	Susan Cheng	Private	WorldServer	End-to-end Web globalization solutions
IPivot Inc.	San Diego	www.ipivot.com	72	1997	Brett Helm	Private	Intelligent Broker 7000, Commerce Director 8000, Commerce Accelerator 1000	Intelligent Internet traffic management
OrderTrust LLC	Lowell, Mass.	www.ordertrust.net	130	1995	Tim Little	Private	Value-Added Services, Commerce Transaction Services, Network Services	Order life cycle management services for e-commerce
Resonate Inc.	Sunnyvale, Calif.	www.resonate.com	100	1995	Chris Marino	Private	Resonate Central Dispatch, Resonate Global Dispatch, Resonate Commander	Distributed software for managing availability and performance
Sandpiper Networks Inc.	Thousand Oaks, Calif.	www.sandpiper.net	80	1996	Dave Farber, Andy Swart	Private	Footprint 2.0	E-business content delivery tools and services
Vision Software Tools Inc.	Oakland, Calif.	www.vision-soft.com	147	1995	Naren Bakshi	Private	Vision JADE	Business rule automation software for e-business
WebTrends Corp.	Portland, Ore.	www.webtrends.com	100	1994	Glen Boyd, Eli Shapira	Public	Enterprise Suite, Security Analyzer, Commerce Trends	Internet and intranet server management and reporting software

Aventail Helps Customers Manage Business Communities



Evan Kaplan, Aventail

Aventail Corp.

was founded in 1996 in Evan Kaplan's living room with his two co-founders, Chris Hopen and Derek Brown. They envisioned a growing dependency on the Internet for business transactions that would extend the

boundaries of corporate networks to the outside world. With backgrounds in networking and TCP/IP and an initial \$750,000 in funding, mostly from private investors, Kaplan, Hopen and Brown set out to create an easy-to-use, open technology for securing and managing corporate networks and extranets.

Three years later, Seattle-based Aventail has 110 employees, 500-plus customers and 10 offices nationwide. Its product, Aventail ExtraNet Center (AEC) allows an organization to open its network resources to business partners and customers while maintaining a secure environment. Aventail's list of customers includes Bear, Stearns & Co., General

Electric Co., Morgan Stanley Dean Witter & Co. and Xerox Corp.

The client/server-based application provides the management, security and application and network integration needed to secure corporate extranets. Administrators can limit a user's access to one Web page, an application or a server, down to a specific day and even an hour. AEC is platform-independent and supports a variety of authentication methods.

Overlake Hospital Medical Center in Bellevue, Wash., uses AEC to push confidential patient information to physicians in the field in a secure fashion. The result is better-informed doctors, faster turnaround time for test results and higher-quality patient care.

Jeffrey Bernstein, Overlake's network engineer, researched mainstream virtual private network options before calling Aventail. "Aventail dispatched a service technician within a few days of our first conversation, and in one day, we were up and running," he says.

With \$10 million in funding from private investors, venture capital firms and business partner Hewlett-Packard Co., Aventail hopes to be profitable in 2000 and to double its sales force by year's end.

Aventail will soon launch a new service, Aventail.net, to provide extranet management services and training. — Lorraine Cosgrove

Vignette Corp.'s StoryServer Manages Content

When Pete Mathews

realized his online travel service site was at an 80% to 90% usage rate, with more than 1 million hits per day, he wasn't worried. The vice president of software development at Preview Travel Inc. was using Austin, Texas-based Vignette Corp.'s StoryServer, a Web content management tool that helps him deliver and maintain the agency.

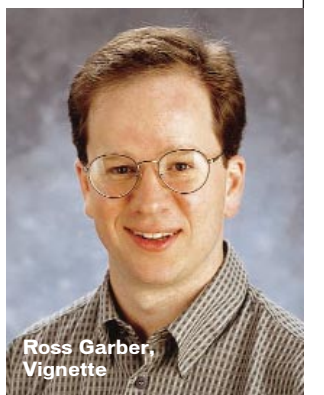
Vignette's StoryServer offers a patented high-performance caching mechanism. It also offers support for major Web servers and relational databases that help high-volume Web businesses manage content and ensure rapid development, scalability and performance. Mathews turned to Vignette two years ago, when he was looking to bring Fodor's Travel Publications onto his site. "We manage travel sites for Preview Travel as well as for America Online, Lycos and other sites, so the same piece of content on our site needs to be co-branded for other sites," he says.

San Francisco-based Preview Travel provides airline tickets, car rentals, hotels, vacation packages and customer service 24 hours per day via e-mail and a toll-free number. It also offers integrated access to travel information, merchandise and news. StoryServer helps Mathews manage the content, workflow and customer relations of his online agency. "StoryServer helped us change dynamic components to

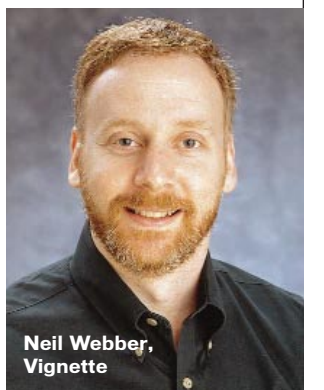
caching components, which allowed us to utilize at 10%," Mathews says.

Founded in 1995 by Ross Garber and Neil Webber, Vignette is worth \$14.9 million and has 480 employees worldwide. For the quarter that ended in June, total revenue for the company increased 409% from \$2.9 million for the same period last year.

Vignette only recognizes revenue once a customer is live and deployment and services have been completed, says Webber, Vignette's chief technology officer. "We don't just move on to the next customer," he says. This was a big selling point for Mathews. "I was impressed with their revenue policy," he says. — Joyce Chutchian



Ross Garber, Vignette



Neil Webber, Vignette