

Focus On Your Future

BOB MACDONALD

Informix Worldwide User Conference Program

July 13-15, 1993
San Jose Convention Center
San Jose, California

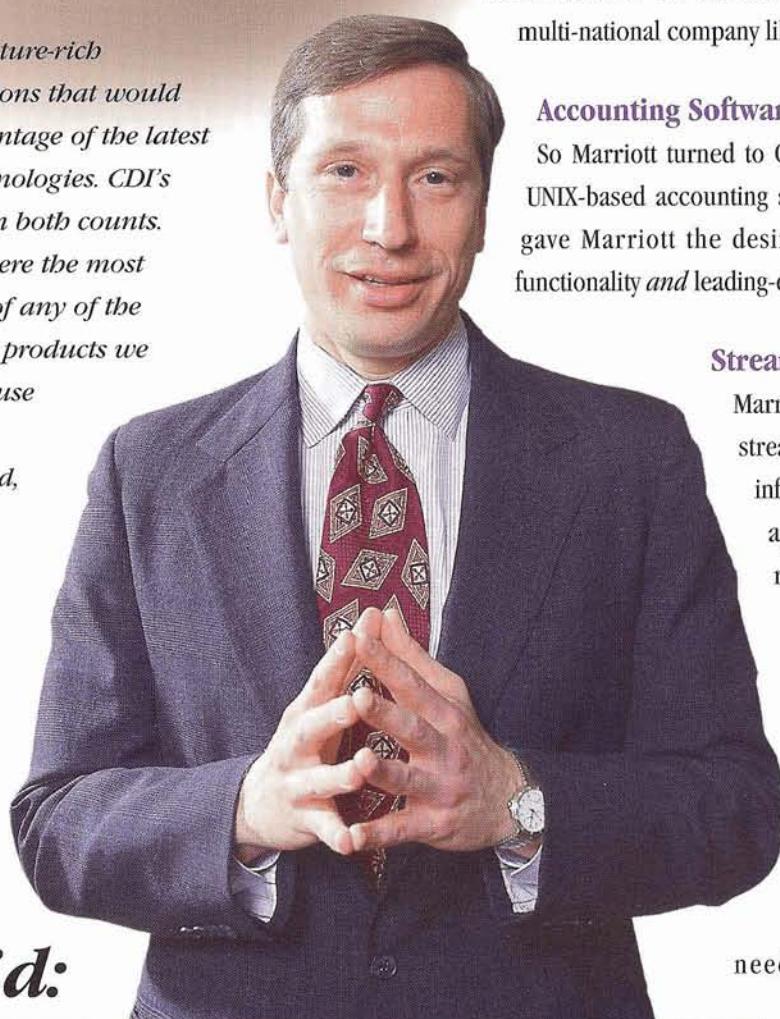
MARRIOTT *said:*

"NO COMPROMISE."



"Marriott needed feature-rich accounting applications that would also let us take advantage of the latest in open-systems technologies. CDI's software delivered on both counts. Their applications were the most functionally robust of any of the accounting software products we evaluated. And because CDI's products are INFORMIX-4GL based, they have helped us lower our costs and increase our long-term flexibility."

Steve Hanna
Vice President,
Information
Systems
Host/Travel Plazas
Marriott Corporation



CDI *said:*

"NO PROBLEM."

When Marriott, the world's largest operator of hotels, began evaluating accounting software, they quickly found that most packages would force them to compromise. Some had excellent functional capabilities but were based on old technologies. Others used state-of-the-art technologies but couldn't deliver the broad range of accounting functions that a large, multi-national company like Marriott needs.

Accounting Software Without Compromise

So Marriott turned to Concepts Dynamic, Inc.—the leaders in UNIX-based accounting software. CDI's Financial Control System gave Marriott the desired combination of mainframe-class functionality and leading-edge open systems technology.

Streamlined Processes, Lower Costs

Marriott found that CDI software helped them streamline accounting processes and speed information access. At the same time, CDI's applications enabled them to significantly reduce their information systems costs.

CDI Delivers

Whether you need to add accounting functionality as your business grows, or find lower-cost alternatives to mainframe-based financial systems, Concepts Dynamic has the accounting software to meet your company's needs—*without* forcing you to compromise.

1821 Walden Office Square ■ Suite 500 ■ Schaumburg, IL 60173

(708) 397-4400 ■ Fax (708) 397-0575

CONCEPTS
DYNAMIC

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Welcome to the 1993 Informix
Worldwide User Conference!

Our user conference is a unique opportunity to focus on your future and how we can help you accomplish great things.

I know you will take full advantage of the many opportunities we have created here for you to spend quality time with some very knowledgeable people from our industry. Between the sessions, the exhibition, and the informal discussions with other attendees, you're sure to find a great deal of useful information about Informix database technology.

Being in the business of providing database technology is a uniquely rewarding experience. I know that hundreds of you literally build your businesses on our products. We are proud to share in your successes, and yet we continue to strive to improve our products with each new release, and develop brand new products, like INFORMIX-ViewPoint™ and INFORMIX-HyperScript® Tools, to meet your evolving needs.

Enjoy the conference—it's a perfect opportunity to focus on your future.

*Phillip E. White
President, Chief Executive Officer
and Chairman*

Client/server:



Ready when you are.

When you're searching for solutions to business-critical problems, you can feel every second slip away. That's why it's time you learned that SAP has the client/server solution you need. And it's ready today, not someday. In fact, the R/3 System is already hard at work in businesses around the world.

Like our proven R/2 mainframe software, client/server-based R/3 is a fully integrated package. Its applications manage manufacturing, financial, sales, and human resources functions across your enterprise. And across hardware platforms from BULL, DEC, Hewlett-Packard, IBM, and Siemens-Nixdorf.

So when you're ready to start taking advantage of client/server computing, or if you want to learn about our full range of software solutions, call SAP at 1-800-USA-1SAP. But do it today. Before any more time slips away.

See us at Booth #508

Technology at the Conference

Our heartfelt thanks to the companies listed below, who have supported the conference with generous amounts of time, equipment, and enthusiasm. All of them have in common two qualities typically found in Informix partners: the vision of how technology can dynamically impact organizations—and the drive to turn vision into reality.

Double Click Imaging

Sequent Computer Systems

Sun Microsystems

Symbol Technologies

Videomail

Wyse Technologies



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GENERAL INFORMATION

Show Management Office	Exhibit Hall, at rear
Conference '94 Exhibit Space Sales	Show Office
Informix Executive Business Center	Rooms K, L, M, N
General Session Room	Ballroom A
Track Session Rooms	See page 5
Luncheon Service	Exhibit Hall 1
Speaker Room	Room D
Press Room	Room E
Message Center	Registration Area
Exhibitors Lounge	Exhibit Hall, at rear
Conference '93 Audio Tapes	See page 62

Light Rail Information

San Jose's light rail system is readily accessible from the convention center. Tickets cost 75¢ for a single rider or \$1.50 for an adult all-day pass, and may be purchased at the light rail station or on-board the light train.

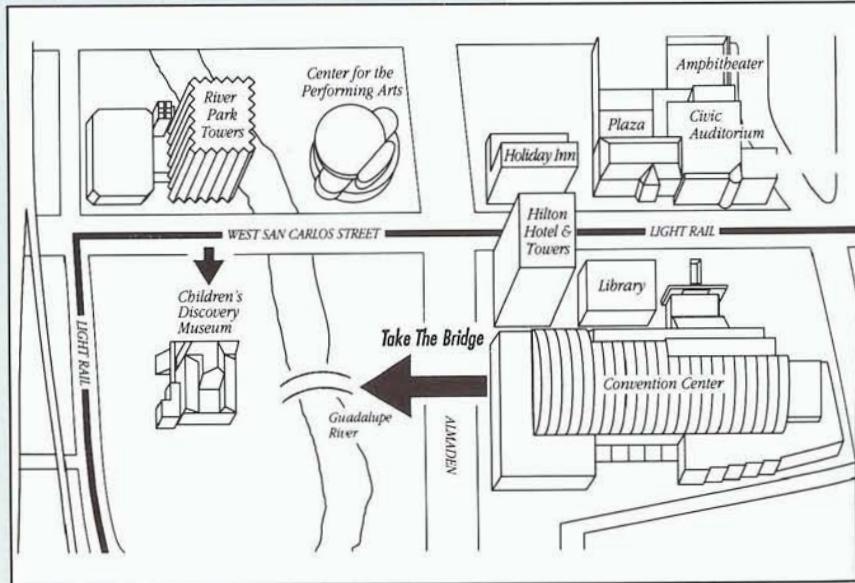
Light Rail Hours:

Monday – Friday 4:45 a.m. — 12:00 a.m.
Saturday – Sunday 6:00 a.m. — 12:00 a.m.

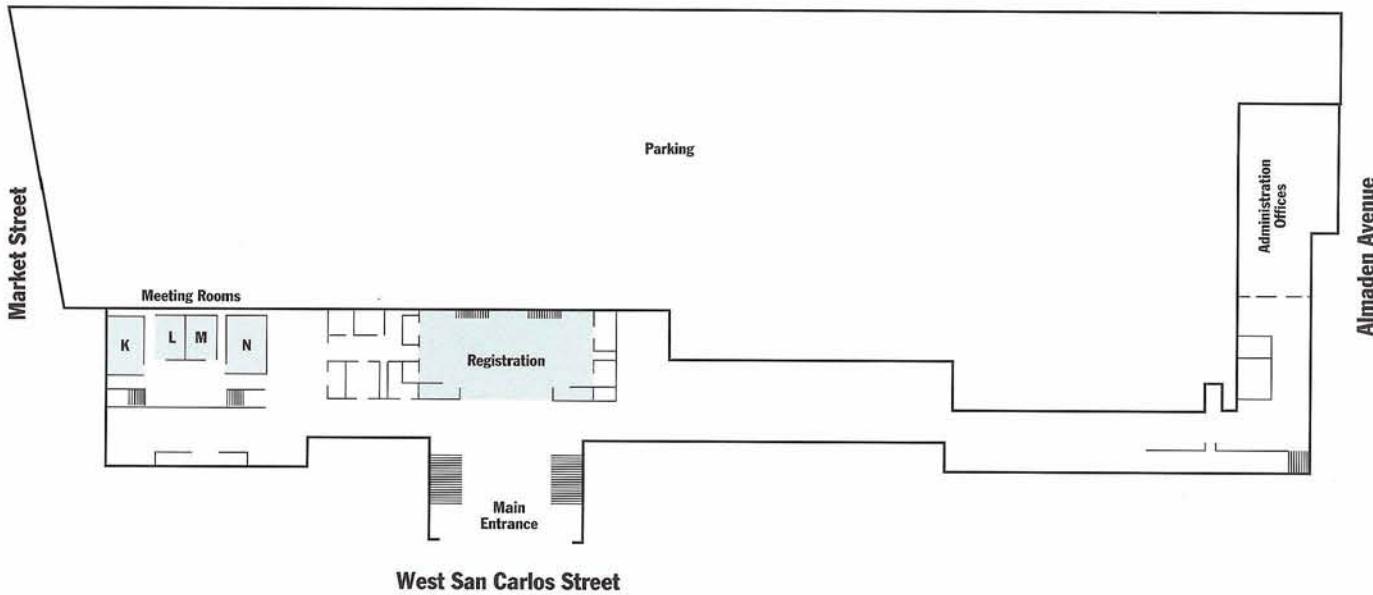


The Conference Party

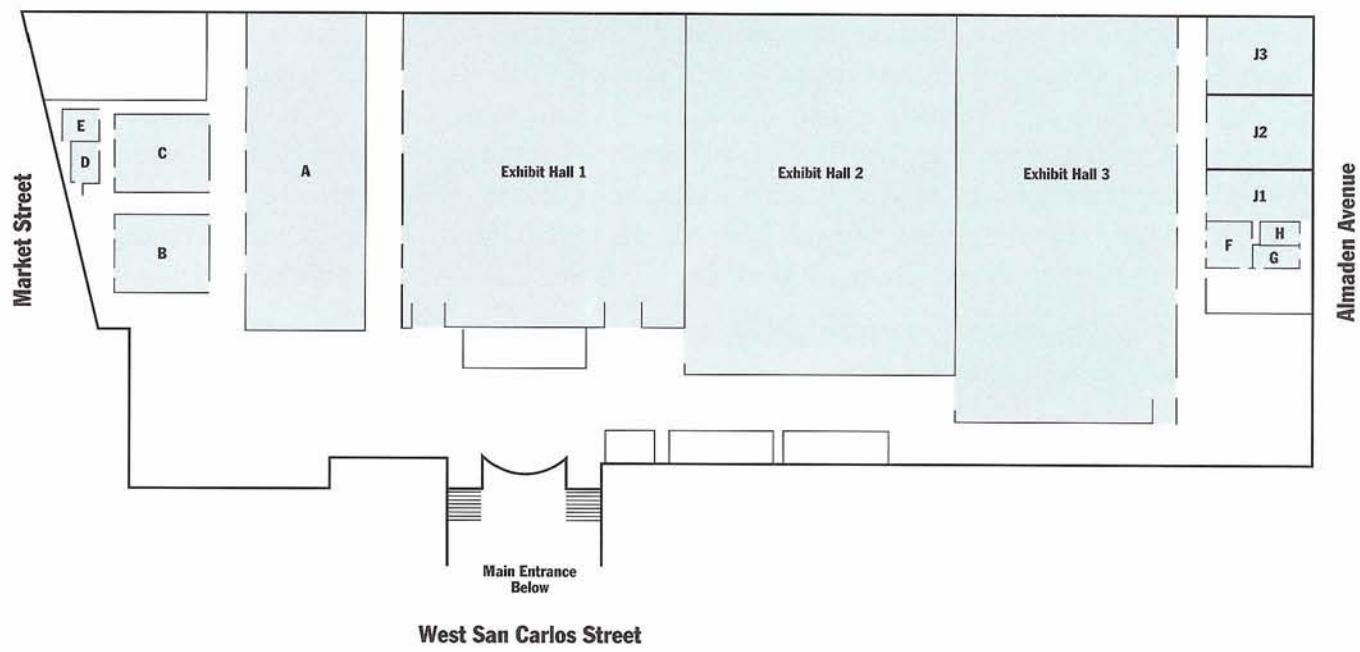
On Wednesday night, from 6:30 – 9:30 p.m. all Full Conference attendees (with party tickets) are invited to a fabulous California summer party and barbecue at the Children's Discovery Museum, a short walk from the Convention Center. Food and drink will be plentiful, and the party's featured entertainment will be Dick Bright's SRO Rock and Roll revue, a Bay Area favorite.



1st Level/Arcade



2nd Level/Concourse



CONFERENCE OVERVIEW

Every day starts with an informative general session. After the general session, the track sessions begin and run into the afternoon. In the late afternoon the birds-of-a-feather sessions provide an opportunity for informal interchange.

General Sessions

Each day's general session is held in meeting room A, the ballroom. Don't miss an opportunity to hear our special conference speakers discuss critical issues we face as we look toward the future of computing.

Track Sessions

For your convenience, track sessions have been organized into three specific tracks denoted under each of the session descriptions and color-coded on the Schedule-at-a-Glance on page 30.

- The tools and environments track presents technical information on Informix tools (e.g. INFORMIX-4GL and INFORMIX-ViewPoint) and environments (e.g. systems administration and Windows technologies).
- The servers and connectivity track is a technically oriented track that covers Informix servers (e.g. INFORMIX-OnLine and INFORMIX-SE) and connectivity issues (e.g. DRDA and network optimization).
- The applications and management track is a less technical track featuring sessions of interest to both Informix users and partners. Sessions here are more generalist in nature and range from downsizing discussions to case studies.

Tracking is optional, so feel free to pick the sessions you feel would be most advantageous for you and your organization.

Birds-of-a-Feather (BOF) Sessions

BOF sessions are informal discussions focused on a specific topic. BOF sessions often commence with a presentation by an expert on the topic followed by an open and focused discussion on the technical and/or marketing issues catalyzed by the presentation. BOF sessions are a chance for everyone to voice their opinion, talk about their experiences, and trade information.

Exhibits

Come see hundreds of new products and services in our exhibit hall where over 50,000 feet of space is dedicated to demonstrations of Informix-based solutions from Informix and its OEM, value-added, and InSync partners. Exhibitors will be on hand to share information and show you how they can meet your specific needs.

The Conference Party

The annual conference party on Wednesday night makes networking not only rewarding, but fun. The party is included with a full conference pass. Dinner and dancing are included. The party will be held at the Children's Discovery Museum; please see the map on page 4.

We speak your language

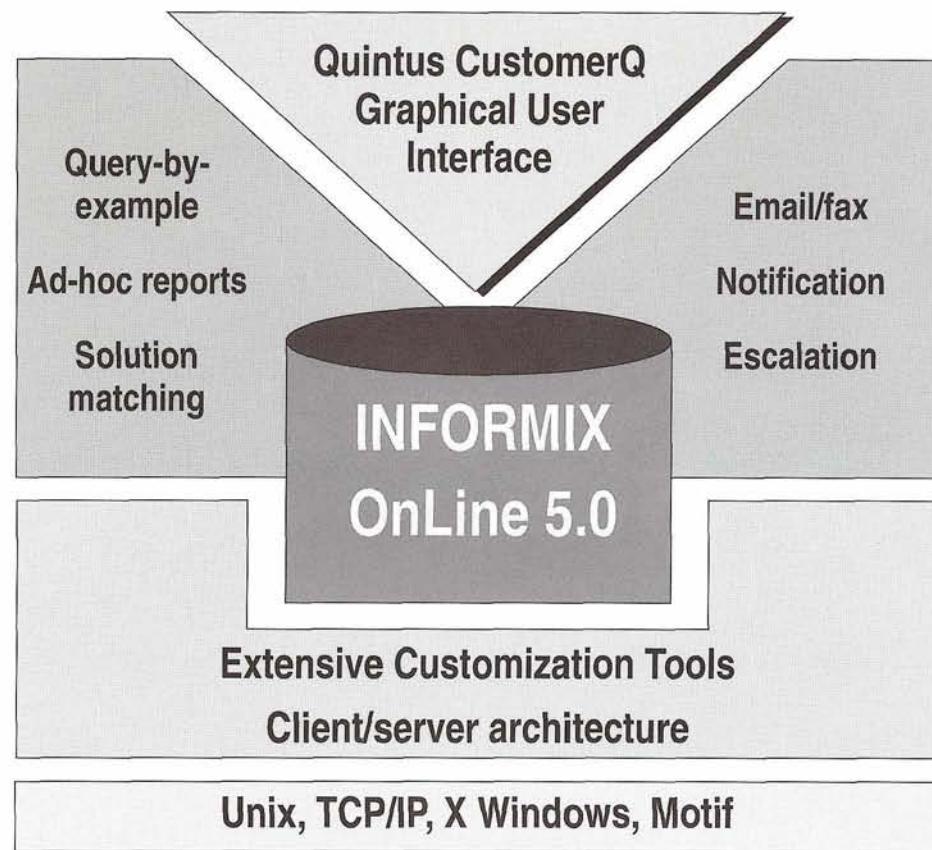
The image shows a circular arrangement of various computer-related terms, all of which are also listed as part of the 'Track Sessions' section above. These terms include: Outsourcing, Re-engineering, SQL, NT, TCP/IP, LAN, Motif, Downsizing, Client/Server, INFORMIX, Performance, Migration, C, C++, Object Oriented, HyperScript, RDBMS, Novell, and UNIX. The words are arranged in a circle around the central 'InfoSoft' logo.

InfoSoft

Information Technology Consulting

20573 Stevens Creek Blvd, Cupertino, CA 95014-2106
Telephone: 408-255-4077

Customer Service = Communication + Access



Quintus CustomerQ is the leading Customer Support, Help Desk and Product Defect Tracking solution for INFORMIX users. **CustomerQ** is designed to empower your people - giving them easy access to information, and automating communication flows across your organization. The information you gather about your customers, your products, and your services, supports you in making better business decisions and increasing your competitiveness.

CustomerQ provides an easy to use graphical user interface with powerful multi-table query-by-example searching - fill in information you know, across any number of tables, and search to find matches. Quickly access a knowledge-base of previous solutions. Use email and fax to send information directly to your customers or other groups within your company, or have email notifications sent automatically according to rules in the database. Use the integrated ad-hoc report writer to quickly build reports by just selecting fields from the screen, and then use the report scheduler to have reports automatically run and emailed, faxed or printed.

CustomerQ is also fully customizable: every table, field, relation, panel - with the database schema automatically reconfigured and all SQL (never seen by the user) dynamically generated.

Quintus CustomerQ is available for Unix servers from Sun, HP, IBM and Intergraph, displaying on X Windows clients. **CustomerQ** includes an integrated Informix OnLine 5.0 database engine, or can be easily configured to use your existing Informix OnLine installation.

Quintus Corporation

An Intergraph Company
2100 Geng Road, Palo Alto, CA 94303
sales@quintus.com

See us in Booth 1125 or call

800-542-1283

MONDAY PRECONFERENCE TUTORIALS

Managing Large Databases

8:00 a.m. – noon, Room J1
continued
1:30 – 5:30 p.m., Room J1

101A

Mark Jeske
Owner
BREAKAWAY TECHNOLOGY

This tutorial addresses system and database administration issues for managing very large databases. You will learn strategies for loading and indexing large databases efficiently. You will also learn strategies for optimizing the placement of data on disk and tuning a large INFORMIX-OnLine system effectively.

Tutorial

♦♦♦♦Audience: systems analysts, database administrators

INFORMIX-OnLine 6.0 Architecture and Performance Tuning

8:00 a.m. – noon, Room B

101B

Gary Kelley
Chief Architect for Servers
INFORMIX

This technical tutorial explores INFORMIX-OnLine 6.0's architecture. Developers and system administrators will learn how the new Dynamic Server multithreaded architecture works, as well as explore the concept of virtual processors and how they are configured.

Tutorial

♦♦♦♦Audience: application developers, systems analysts

An Introduction to INFORMIX-ViewPoint™

8:00 a.m. – noon, Room C

102

Shannon Scholes
Course Developer/Instructor
INFORMIX

This tutorial gives technical and MIS professionals the information they need to set up INFORMIX-ViewPoint, a graphical tool that helps end users access data in corporate databases. Participants will see first-hand how ViewPoint is both easy-to-use and efficient. Participants will also see how INFORMIX-DBA is used to create SuperViews, which hide the complexities of database schemas from ViewPoint users.

Tutorial

♦♦♦♦Audience: MIS professionals, database administrators

Developing Multilevel Secure Applications Using INFORMIX-OnLine/Secure

8:00 a.m. – noon, Room J2

104

Jim McCann
Client Services Project Manager
INFORMIX

This technical tutorial will cover items that applications developers need to consider in developing multilevel security applications with INFORMIX-OnLine/Secure. The following topics will be included: relational database design issues in a multilevel security environment, storage considerations, referential integrity considerations (application-enforced vs. engine-enforced), programming issues and tools, and large-scale data reclassification strategies.

Tutorial

♦♦♦♦Audience: secure database designers, secure application designers and programmers, database designers and application developers considering OnLine/Secure



Creating a Productive Application Development Environment

8:00 a.m. – noon, Room J3

continued

1:30 – 5:30 p.m., Room J3

105A

Liz Suto

*Course Developer/Instructor
INFORMIX*

Cindy Lee Dowling

*Course Developer/Instructor
INFORMIX*

One of the biggest challenges in a medium to large size application development project is providing a productive environment for application programmers. In this tutorial, we discuss standards and tools that you can use to make your programmers more effective. Topics covered include source code control and make, coding standards, user interface standards, and naming conventions.

Tutorial

♦♦♦♦Audience: application developers



Using Informix Products with Open Systems Transaction Processing Monitors

1:30 – 5:30 p.m., Room J2

106

Lynn Schneider

*Course Developer/Instructor
INFORMIX*

This informative tutorial introduces you to the use of transaction managers with Informix-based applications. It presents an overview of the architecture and features of INFORMIX-TP/ToolKit and INFORMIX-TP/XA.

Tutorial

♦♦♦♦Audience: application developers

Upgrading from Wingz HyperScript® to INFORMIX-HyperScript® Tools

1:30 – 5:30 p.m., Room C

107

Nancy Suffron

*Consultant/Trainer
INFORMIX*

Elaine Mills

*Course Development/Instructor
INFORMIX*

Paul Christensen

*Systems Engineer
INFORMIX*

INFORMIX-HyperScript Tools is Informix's new visual development environment for creating graphical information access applications. This tutorial provides an overview of how to bring applications created with Wingz 1.1 into the HyperScript Tools environment. The tutorial also reviews new features in HyperScript Tools (compared to Wingz 1.1) and provides tips and techniques for developing new applications. People attending should already be familiar with the HyperScript language, event-driven programming, and graphical environments.

Tutorial

♦♦♦♦Audience: application developers familiar with HyperScript

Adding INFORMIX-OnLine 5.0 Features to Your INFORMIX-4GL Applications

1:30 – 5:30 p.m., Room B

108

Vicki Miller

*Consultant/Trainer
INFORMIX*

Many of you have asked how you can update your Informix-4GL code to maximize the benefits of a new server release. This session illustrates how to modify existing INFORMIX-4GL applications to take advantage of the additional functionality of INFORMIX-OnLine 5.0. Familiarity with INFORMIX-4GL syntax and the OnLine 5.0 features is required.

Tutorial

♦♦♦♦Audience: application developers

Welcome to the Conference: Computing in the '90s— Making It Easier

8:00 – 9:00 a.m., Room A

109

Phil White

*President, CEO, Chairman
INFORMIX*

Mike Maples

*Executive Vice President
of Worldwide Products
MICROSOFT*

After welcoming everyone to the conference, Phil White will introduce one of the chief architects of Microsoft's strategy. Mike Maples will present his vision of computing in the nineties including both a look at how computing has evolved over the last decade and a look forward into the future.

General Session

♦♦Audience: all

An Overview of Informix 6.0 Database Server Technology

10:00 – 10:45 a.m., Room B
and also offered Wednesday
10:00 – 10:45 a.m., Room B

110

150

AJ Brown

*Director of Servers & Connectivity Products
INFORMIX*

This broad overview is an excellent introduction to the increased scalability and new functionality in the 6.0 release of Informix's database server technology. This session is ideal for managers who want to know

how moving to the 6.0 family of server products will increase their system's effectiveness.

Servers & Connectivity

♦♦♦Audience: IT management, application developers, systems developers

Understanding INFORMIX-OnLine 5.0 Locking

10:00 – 10:45 a.m., Room C

111

Abe Danziger

*Client Services Project Engineer
INFORMIX*

This technical session focuses on INFORMIX-OnLine locking principles, with a special emphasis on key locking. Real-world examples of INFORMIX-4GL and INFORMIX-ESQL/C code excerpts demonstrate how these principles are applied.

Servers & Connectivity

♦♦♦♦Audience: systems developers, application developers

Introduction to Informix

10:00 – 10:45 a.m., Room J1

112

Bob Macdonald

*Vice President, Corporate Marketing
INFORMIX*

If you are new to Informix, you won't want to miss this session. We will outline our company strategy, market position, products, customers, and organization.

Applications & Management

♦♦Audience: all

Case Study: Informix-Based Solutions in Distribution Environments

**Tecssys, Inc.,
Reynolds Metals, Inc.**

10:00 – 10:45 a.m., Room J2

113

Peter Brereton

*VP of Marketing and Product Development
TECSYS, INC.*

Donald A. Fauth

*Automation Manager
REYNOLDS METALS, INC.*

Pietro Tomassi

*Industry Specialist, Manufacturing Solutions
INFORMIX*

This case study will discuss Reynolds Metals Construction Production Division's open system solution based on Tecsys application software and Informix database technology. The project included significant amounts of first-time system integration involving IBM AIX hardware, INFORMIX-4GL based applications from Tecsys, and Informix database server technology for AIX. The applications involved are distribution, warehousing, inventory control, and accounting in a distributed and regionalized counter sale operation. The system has replaced several IBM mainframe applications and links to the company's AS/400 and IBM 3090 systems for corporate level information.

Applications & Management

♦♦Audience: all

Informix Tools Today and Tomorrow

10:00 – 10:45 a.m., Room A
and also offered Wednesday

114

10:00 – 10:45 a.m., Room A

154

Ron Bower

*Director of Product Marketing
INFORMIX*

Here is an overview of the variety and depth of developer and end-user tools provided by Informix. You will also have the opportunity to hear about Informix's upcoming tools releases, their features and capabilities, as well as long-range plans for our tools product line.

Tools & Environments

♦Audience: all

Case Study: Next Generation Decision Support Systems for the Retail Industry

MicroStrategy, Inc.

10:00 – 10:45 a.m., Room J3

115

Michael J. Saylor

*President & CEO
MICROSTRATEGY, INC.*

Stefan Zauchenberger

*Product Manager
INFORMIX*

This session will demonstrate and discuss next-generation decision support solutions for the retail industry made possible

by emerging technologies such as INFORMIX-HyperScript Tools, INFORMIX-SQL, INFORMIX-OnLine, IBM's Relational Database Facility/6000 (a gateway between 4680 point-of-sale systems and the Informix RDBMS), and EIS Tool Kit. The focus of the session will be an application to revolutionize information access within the merchandising function and related issues will be discussed, such as information architecture, application architecture, and interface design.

Applications & Management

♦Audience: all

INFORMIX-OnLine 6.0 Architecture

11:00 – 11:45 a.m., Room B
and also offered Wednesday
11:00 – 11:45 a.m., Room B

Jeff Cole

Manager, Product Development
INFORMIX

This technical session explores INFORMIX-OnLine 6.0's architecture. Developers and system administrators will learn how the new Dynamic Server

multithreaded architecture works—exploring the concept of virtual processors and how they are configured.

Servers & Connectivity

♦♦♦Audience: application developers, systems analysts

Data Integrity and Stored Procedures

11:00 – 11:45 a.m., Room J2
and also offered Wednesday
1:30 – 2:15 p.m., Room J3

Cem Tanyel

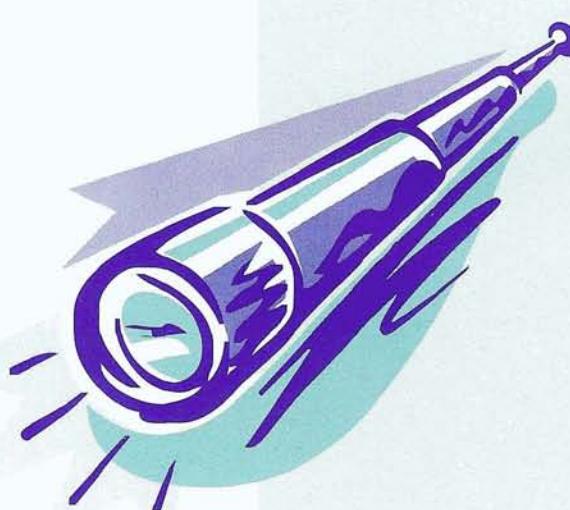
Software Development Engineer
INFORMIX

Join this technical session to learn how to use stored procedures and integrity constraints effectively. You will see a presentation of the ANSI SQL syntax for integrity constraints and learn the implications for application development.

Servers & Connectivity

♦♦♦Audience: application developers, systems analysts

<p>multithreaded architecture works—exploring the concept of virtual processors and how they are configured.</p> <p>Servers & Connectivity</p> <p>♦♦♦Audience: application developers, systems analysts</p> <p>Data Integrity and Stored Procedures</p> <p>11:00 – 11:45 a.m., Room J2 and also offered Wednesday 1:30 – 2:15 p.m., Room J3</p> <p>Cem Tanyel <i>Software Development Engineer</i> INFORMIX</p> <p>Join this technical session to learn how to use stored procedures and integrity constraints effectively. You will see a presentation of the ANSI SQL syntax for integrity constraints and learn the implications for application development.</p> <p>Servers & Connectivity</p> <p>♦♦♦Audience: application developers, systems analysts</p>	<p>The Business of Informix</p> <p>11:00 – 11:45 a.m., Room J1</p> <p>Howard Graham <i>Senior Vice President & CFO</i> INFORMIX</p> <p>1992 was a banner year for Informix. Join Howard Graham, Informix CFO, for a discussion of Informix's recent financial results and their implications, as well as to gain insight into the company's plans for growth in 1993 and 1994.</p> <p>Applications & Management</p> <p>♦Audience: executive and IT management</p> <p>INFORMIX-ViewPoint: Database Access for Non-technical End Users</p> <p>11:00 – 11:45 a.m., Room A and also offered Thursday 10:00 – 10:45 a.m., Room A</p> <p>Peter Lord <i>Product Line Marketing Manager</i> INFORMIX</p> <p>INFORMIX-ViewPoint is a graphical database access tool that allows non-technical end users immediate access to corporate data. Unlike other data access tools, ViewPoint users are shielded from programming, SQL, and the complexities of the database schema. This session provides an overview of this exciting new product and a live demo.</p> <p>Tools & Environments</p> <p>♦Audience: all</p>	<p>Case Study: Integrating Wireless Data Collection and Imaging to Expand Application Uses Symbol Technologies, Inc., Double Click Imaging, Inc.</p> <p>11:00 – 11:45 a.m., Room J3</p> <p>Alan Gold <i>Director, Strategic Marketing</i> SYMBOL TECHNOLOGIES, INC.</p> <p>Martin Levy <i>Vice President, Software Development</i> DOUBLE CLICK IMAGING, INC.</p> <p>Jonathan Rende <i>Product Marketing Manager</i> INFORMIX</p> <p>Discover how to promote your business growth with radio frequency data collection and imaging. Learn how to leverage this powerful combination of technologies to broaden the scope of your business applications. Informix, Symbol Technologies, and Double Click Imaging join forces to explain how currently available tools can dramatically improve the efficiency of a business process. Topics will include two systems in use at the conference. The badging system utilizes imaging capabilities in INFORMIX-OnLine, and the lead collection system on the exhibition floor uses handheld, radio frequency data collection equipment and a special version of INFORMIX-4GL (INFORMIX-4GL/RF) for writing applications for that equipment.</p> <p>Applications & Management</p> <p>♦Audience: all</p>
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**Case Study:
Implementing Informix-
based Client/Server
Solutions in
NetWare® Environments**
Grant Thornton Consulting

11:00 – 11:45 a.m., Room C **121**

Rod Zimmerman

Senior Manager

GRANT THORNTON CONSULTING

Susan Nurse

Strategic Alliances Manager

INFORMIX

This session discusses the business and technical decisions that can smooth the transition of bringing Informix-based client/server solutions into the enterprise.

Applications & Management

♦♦Audience: all

**Archive/Restore and Tape
Management with
INFORMIX-OnLine 6.0**

1:30 – 2:15 p.m., Room B **122**

Ann Willingham

Senior Software Engineer

INFORMIX

Using proper system backup techniques gives you the edge in any situation where data archiving/retrieval is essential. This follow-on session to "An Overview of Informix 6.0 Database Server Technology" gives you valuable information on using these new features to

do mainframe-caliber backup and recovery more effectively and efficiently.

Servers & Connectivity

♦♦Audience: systems analysts

**Navigating Through
INFORMIX-OnLine
Data Storage**

1:30 – 2:15 p.m., Room J2 **123**

Elliot Danziger

Client Services Project Manager

INFORMIX

This technical session provides you with a road map to INFORMIX-OnLine data storage. Join us to learn about how OnLine stores data and controls other information, as well as how and when data is read from disk and written to memory.

Servers & Connectivity

♦♦♦Audience: application developers, systems analysts

**Case Study:
U.S. Army Reserve
Component Automation
System (RCAS):
Acquiring a Multilevel
Secure System Using
Federal Open
Systems Standards**
U.S. Army

1:30 – 2:15 p.m., Room J1 **124**

Charles Tompkins

Deputy Program Manager

US ARMY

Art Murray

Federal Program Manager

INFORMIX

The U.S. Army is implementing the RCAS program for U.S. Army Guard and U.S. Army Reserve units around the world. The system will handle all aspects of unit operations from office automation to war mobilization and decision support. Fully implemented, RCAS will have 60,000 users at 5,000 sites. Federal standards include FIPS 127-1 for SQL, GOSIP, the Ada programming language, and federal standards for system and data security.

Applications & Management

♦♦Audience: all

**Introducing INFORMIX-DBA
to the MIS Professional**

1:30 – 2:15 p.m., Room A **125**
and also offered Thursday
11:00 – 11:45 a.m., Room A **201**

Scott Hinrichs

Senior Product Marketing Engineer

INFORMIX

Peter Lord

Product Line Marketing Manager

INFORMIX

This session gives technical and MIS professionals an overview of INFORMIX-DBA, a new, easy-to-use graphical schema builder. Participants will also see how INFORMIX-DBA is used to create SuperViews, which hide the complexities of the database schema from INFORMIX-ViewPoint users.

Tools & Environments

♦♦♦Audience: application developers, systems analysts

**Troubleshooting with
INFORMIX-OnLine 5.0**

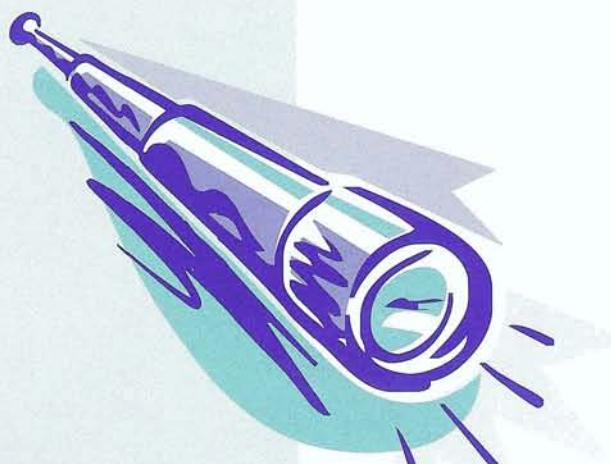
1:30 – 2:15 p.m., Room J3 **126**
and also offered Wednesday
2:30 – 3:15 p.m., Room B **171**

John Miller

Resolution Team Engineer

INFORMIX

Knowing how to use your database diagnostic tools properly can be critical when problems arise. This technical session is important for anyone who needs



to know how and when to monitor their database system. It covers details of how and when you can monitor INFORMIX-OnLine using tbstat, tbcheck, and the message log.

Servers & Connectivity

♦♦♦♦ Audience: systems troubleshooters

Understanding the Informix Optimizer

1:30 – 2:15 p.m., Room C
and also offered Thursday
1:30 – 2:15 p.m., Room B

Jeff Fried

Senior Software Development Engineer
INFORMIX

INFORMIX-OnLine 6.0 has a powerful cost-based optimizer to enable the quickest, most resource-efficient responses to SQL queries. This technical session gives you the information on how to optimize database queries, and outlines the new optimizer enhancements for including data distribution information in the optimization.

Servers & Connectivity

♦♦♦♦ Audience: application developers, systems analysts

Data Replication Techniques with INFORMIX-OnLine 6.0

2:30 – 3:15 p.m., Room B

128

Hannes Spintzik

Senior Software Engineer
INFORMIX

This follow-on to "An Overview of Informix 6.0 Database Server Technology" covers data replication features in technical detail as a way to provide hot site backup facilities.

Servers & Connectivity

♦♦♦♦ Audience: application developers, systems analysts

Tuning and Optimizing Performance with INFORMIX-OnLine 5.0

2:30 – 3:15 p.m., Room C
and also offered Thursday
2:30 – 3:15 p.m., Room B

129

210

Dave Kosenko

Client Services Project Manager
INFORMIX

Is your business using INFORMIX-OnLine to its best advantage? Come to this important session to take an under-the-hood look at tuning the performance of OnLine. You will gain valuable knowledge on how to get maximum efficiency from your applications, and how to use OnLine's utilities to optimize your system configuration.

Servers & Connectivity

♦♦♦♦ Audience: application developers, systems analysts

New Platforms for Informix Technology

2:30 – 3:15 p.m., Room J3
and also offered Wednesday
2:30 – 3:15 p.m., Room J1

130

170

Gilbert Wai

*Vice President & General Manager,
Product Delivery Center*
INFORMIX

Managers interested in what's on the horizon for Informix in the open systems environment will not want to miss this discussion of long-range issues regarding platforms for Informix technology. Topics covered will include trends, requirements and issues for both software users and suppliers. Topics to be covered include NetWare, Windows NT, and other major portable operating environments.

Applications & Management

♦♦ Audience: IT and executive management

Case Study: Rightsizing Financial Applications *Kemper Securities/Beta Systems*

2:30 – 3:15 p.m., Room J1

131

Jack Look

A.V.P. Team RISC System/6000
KEMPER SECURITIES/
BETA SYSTEMS

Jeff Boudreaux

Senior Marketing Representative
INFORMIX

This case study will present the issues involved with migrating from a mainframe environment to open systems. Included in the presentation will be an overview of the business and technology benefits of moving to open systems in the financial marketplace. The discussion will center around an information systems organization's new responsibilities in moving to a UNIX environment. Topics will include: converting mainframe multigigabyte databases to the UNIX environment; relational design for large decision support systems; security issues of UNIX; and the benefits and drawbacks to the growing number of tools available to end users. A successful method of ensuring the involvement of the users in the design of a new open systems architecture will also be presented.

Applications & Management

♦ Audience: all

Track Session Legend

• Non-technical ♦♦♦ Semi-technical ♦♦♦♦ Technical ♦♦♦♦♦ Very technical

**Case Study:
Why did AT&T E-911
Choose Informix?
AT&T Network Systems**

2:30 – 3:15 p.m., Room J2 132

Mark Nelson

Software Engineer
AT&T NETWORK SYSTEMS

Larry Ciesla

Member of Technical Staff
AT&T NETWORK SYSTEMS

Elliot Danziger

Client Services Project Manager
INFORMIX

This session presents a case study of the AT&T E-911 project which has met with great success developing and deploying an emergency response database with Informix tools and servers. This session covers the project life cycle from the vendor selection process to development and deployment.

Applications & Management

♦♦Audience: all

**Customer Services Help
Make Applications Happen**

2:30 – 3:15 p.m., Room A 133
and also offered Thursday
9:00 – 9:45 a.m., Room C 188

Jim Hendrickson

Vice President, Customer Services
INFORMIX

You won't want to miss this session for an overview of Informix's broad range of services, and a look at the architecture of our worldwide support

organization. We will also provide an inside look at Informix's application life cycle approach to product development and maintenance.

Applications & Management

♦Audience: all

**Case Study:
Information Technology
Issues in the
Church Environment
The Vatican**

3:45 – 4:30 p.m., Room J1 134

Dr. Massimo Scocco

Consultant and Technical Support Manager
THE VATICAN

Dr. Giovanni Silvestri

Project Manager
THE VATICAN

Stefano Lucente

Sales Director, Italy
INFORMIX

This presentation will focus on the automation of the information system of the CEI (the Italian archbishops conference) and the Italian diocese. Architectural and organizational issues, application features, and hardware and software platforms used are among the topics that will be discussed.

Applications and Management

♦♦Audience: all

**Experiences with Very
Large INFORMIX-OnLine
Databases**

3:45 – 4:30 p.m., Room C

135

Abe Danziger

Client Services Project Manager
INFORMIX

INFORMIX-OnLine databases come in all sizes, but some of the largest implementations of OnLine generate the most interesting case studies. Come to this fascinating session to hear the results of several benchmarks for real-world, large, complex OnLine databases that require fast throughput and high availability.

Servers & Connectivity

♦Audience: all

**An Introduction to
INFORMIX-4GL 4.1 for
Microsoft Windows**

3:45 – 4:30 p.m., Room A
and also offered Wednesday
3:45 – 4:30 p.m., Room A

136

177

Nancy Li

Product Line Marketing Manager
INFORMIX

Many developers are under increasing pressure to develop applications on and for Microsoft Windows. This session will give a product overview and demo of INFORMIX-4GL for Windows. For additional information on

migrating INFORMIX-4GL applications to UNIX from Microsoft Windows and vice versa, attend session 212, "How to Write Applications for Deployment to Both Character and Graphical Environments."

Tools & Environments

♦♦Audience: application developers, IT management

**Accessing IBM's DB2
Using INFORMIX-Gateway
with DRDA**

3:45 – 4:30 p.m., Room B
and also offered Wednesday
1:30 – 2:15 p.m., Room B

137

Bernard Golden

Director, Product Development
INFORMIX

In this climate of downsizing and distributed processing, smooth connectivity with existing mainframe systems is an essential ingredient. This technical overview will give you a chance to see our new DRDA connectivity product in action, as it provides read/write capabilities to IBM's DB2.

Servers & Connectivity

♦♦♦Audience: application developers, systems analysts



Informix Asian Language Products—An Overview3:45 – 4:30 p.m., Room J2 **138****Martyn Judd***Director, Development Center
Asia/Pacific
INFORMIX*

Addressing the needs of the Asia/Pacific region is seen as a key factor in the success of Informix as a global player. In this session we will present the Asian language support capabilities built into the current products deployed in Taiwan, Korea, People's Republic of China, and Japan, with particular emphasis on making multilingual applications happen.

Applications & Management

♦Audience: all

**Case Study:
Rightsizing with
Informix and CICS/6000
American Software
USA, Inc.**3:45 – 4:30 p.m., Room J3 **139****Ken Edwards***Senior Vice President
AMERICAN SOFTWARE USA, INC.***Gus Rodriguez***VAR Account Manager
INFORMIX*

This session will describe the porting of a CICS MVS/DB2 application to the RISC System/6000 using CICS/6000 and the

INFORMIX-OnLine database. The presentation will cover the approach, tools and techniques required to make the move. Over 4.7 million lines of code were involved in the most recent project.

Applications & Management

♦♦Audience: all

**So You Want to
be an Author:
Learn About
Opportunities to Publish
Technical Books on
Informix Products and
Technologies**4:30 – 6:30 p.m., Room J1 **140****Mark Taub***Senior Editor
PRENTICE HALL*

This session will explore the issues involved in writing a technical book. Everything from the proposal phase through development, distribution, and marketing phases of the life of a technical book will be reviewed.

Birds of a Feather

♦Audience: all

**Getting the Most Out of
Local Informix User Groups**4:30 – 6:30 p.m., Room B **141****Trina Clickner***Marketing Program Manager
INFORMIX*

Informix user groups provide a meeting ground for Informix developers, partners, and end users. Join this session to meet with user group leaders and members in your area. Learn what activities are planned, and what resources are available to you locally or via e-mail groups. Learn how new groups get started, and how you can participate to make user groups in your area a success!

Birds of a Feather

♦Audience: all

sentatives from Informix and from Q+E Software (formerly Pioneer Software) to discuss the benefits of ODBC. We will also discuss the advantage of the Winsock specification in a client/server environment.

Birds of a Feather

♦♦Audience: all

**Informix to IDMS
Downsizing**4:30 – 6:30 p.m., Room J3 **143****Gloria Schwartz***Regional Director, Midwest
INFORMIX*

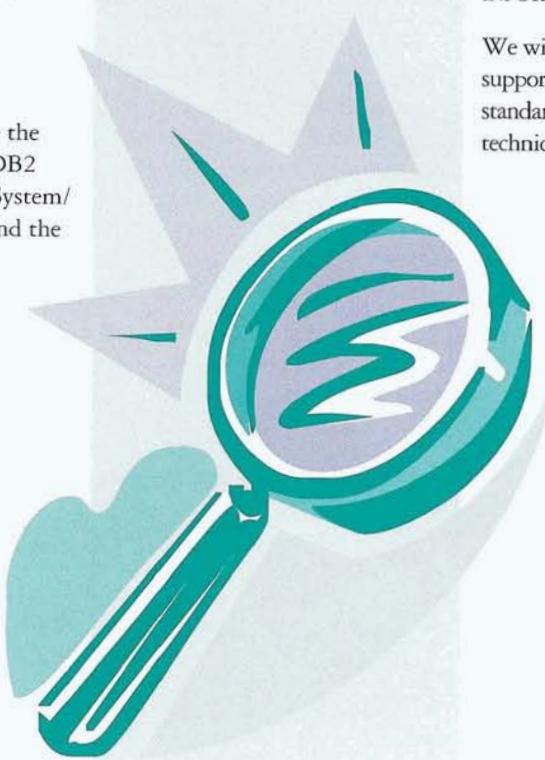
Forcross Corporation will present issues to consider when migrating from a network database to a relational database. An IDMS to Informix downsizing customer will discuss issues with open systems.

Birds of a Feather

♦♦Audience: all

**Informix and Standards
in the Microsoft
Windows Environment:
ODBC and Winsock**4:30 – 6:30 p.m., Room J2 **142****Carol Lamberson***Product Manager, Windows and NetWare
Server Products
INFORMIX*

We will discuss Informix plans to support these rapidly emerging standards. We will bring together technical and non-technical repre-

**Track Session Legend**

• Non-technical ♦♦ Semi-technical ♦♦♦ Technical ♦♦♦♦ Very technical

The Future of Database Technology: A Roundtable of Industry Experts

8:00 – 9:00 a.m., Room A

146

Richard Finkelstein

President

PERFORMANCE COMPUTING

Tony Percy

Vice President

GARTNER GROUP

Peter Kastner

Vice President

ABERDEEN GROUP

Our roundtable of technology experts will discuss and debate database technology today, and where it is going in the future. Topics will include future database capabilities, operating system choices, and trends in information technology that will effect application development.

General Session

♦♦Audience: all

An Overview of Informix 6.0 Database Server Technology

10:00 – 10:45 a.m., Room B
and also offered Tuesday

150

10:00 – 10:45 a.m., Room B

110

AJ Brown

Director of Servers & Connectivity Products
INFORMIX

This broad overview is an excellent introduction to the increased scalability and new functionality in the 6.0 release of Informix's database server

technology. This session is ideal for managers who want to know how moving to the 6.0 family of server products will increase their system's effectiveness.

Servers & Connectivity

♦♦♦Audience: IT management, application developers, systems developers

A Tour of INFORMIX-OnLine for NetWare

10:00 – 10:45 a.m., Room J1

151

Katherine Lang

Support Project Manager
INFORMIX

Join this technical session to learn about INFORMIX-OnLine for NetWare's special features and capabilities. You will learn what is required for successful implementation.

Servers & Connectivity

♦♦♦Audience: application developers, systems analysts

**Case Study:
Using INFORMIX-OnLine in a CICS Environment:
A Technical Discussion**

IBM Corporation

10:00 – 10:45 a.m., Room J2

152

Dave Spencer

Program Manager
IBM CORPORATION

Alan Slutsky

Senior Systems Engineer
INFORMIX

This session will discuss the CICS/6000 transaction monitor and its interaction with the INFORMIX-OnLine engine and tools. Client/server implementations using CICS/6000 will also be examined.

Applications & Management

♦♦♦Audience: IT management, systems developers

New Features in Wingz 2.0

10:00 – 10:45 a.m., Room C

153

Elaine Mills

Course Developer/Instructor
INFORMIX

Paul Christensen

Systems Engineer
INFORMIX

Wingz 2.0 is the new release of our award-winning graphical spreadsheet. This technical session details the spreadsheet's

new features including powerful numerical analysis and charting features, as well as the inter-process capabilities that enable it to share data with other applications. Familiarity with Wingz is recommended.

Tools & Environments

♦♦Audience: experienced Wingz or spreadsheet users

Informix Tools Today and Tomorrow

10:00 – 10:45 a.m., Room A
And also offered Tuesday

154

10:00 – 10:45 a.m., Room A

114

Ron Bower

Director of Product Marketing
INFORMIX

Here is an overview of the variety and depth of developer and end-user tools provided by Informix. You will also have the opportunity to hear about Informix's upcoming tools releases, their features and capabilities, as well as long-range plans for our tools product line.

Tools & Environments

♦Audience: all



Case Study:
Managing a
Downsizing Effort
HCIA

10:00 – 10:45 a.m., Room J3 **155**

Carrie Mueller
Technical Staff—Data Administration
HCIA

Mike Reed
Database Administrator
HCIA

Mark Forreider
Systems Engineer
INFORMIX

Most downsizing projects have similar characteristics that should be identified and addressed. Resources such as personnel, hardware, and data will need to change as the transition occurs. HCIA has been through it and will provide useful information for organizations considering not only downsizing, but also major changes to application development.

Applications & Management

♦♦Audience: all



**INFORMIX-OnLine 6.0
Architecture**

11:00 – 11:45 a.m., Room B
and also offered Tuesday
11:00 – 11:45 a.m., Room B **156**

Jeff Cole
Manager, Product Development
INFORMIX

This technical session explores INFORMIX-OnLine 6.0's architecture. Developers and system administrators will learn how the new Dynamic Server multithreaded architecture works—exploring the concept of virtual processors and how they are configured.

Servers & Connectivity

♦♦♦Audience: application
developers, systems analysts

**Connectivity with
Informix 6.0 Database
Server Technology**

11:00 – 11:45 a.m., Room C **157**

Liz Suto
Course Developer/Instructor
INFORMIX

This follow-on session to "An Overview of Informix 6.0 Database Server Technology" focuses on Informix's new layered connectivity approach within the 6.0 server release,

and highlights how to set up an environment for networking.

Servers & Connectivity

♦♦♦Audience: application
developers, systems analysts

**Case Study:
Implementing Client/
Server: A Technology
Company's Experience
SAP**

11:00 – 11:45 a.m., Room J1 **158**

Paul Wahl
International Marketing Director
SAP

Dick Hoffmann
Manager, VAR & Systems
Integrator Marketing
INFORMIX

As SAP developed its client/server-based R/3 System of enterprise-wide business software, it embarked on a massive implementation project. Today, SAP has one of the world's largest client/server installations, with 28,000 MIPS of computing power and 1200 users. This session will cover the company's experiences as a "user" and provide insight into how other companies can successfully implement their client/server technology infrastructure.

Applications & Management

♦♦Audience: all

**Keeping Current with
Standards Organizations**

11:00 – 11:45 a.m., Room J2 **159**

Bob Macdonald
Vice President, Corporate Marketing
INFORMIX

Dick Curtis
Vice President, Quality & Standards
INFORMIX

Have you ever wondered what goes on behind the scenes in creating technology standards? Anyone interested in keeping abreast of computing standards will not want to miss this up-to-the-minute report on the current agenda of the key open systems standards organizations. We'll let you in on things you won't learn from the meeting minutes.

Applications & Management

♦Audience: all

**The Future of INFORMIX-
4GL Technology**

11:00 – 11:45 a.m., Room A
and also offered Thursday
9:00 – 9:45 a.m., Room A **160** **189**

Martin Herbach
Chief Architect for Tools
INFORMIX

This session focuses on the major features and the key technology approaches that will be embodied in future releases of the 4GL development tools. Our road map for the future, as well as near-term enhancements will be outlined.

Tools & Environments

♦♦Audience: IT management,
application developers

Track Session Legend

• Non-technical ♦♦ Semi-technical ♦♦♦ Technical ♦♦♦♦ Very technical

**Case Study:
Implementing Open
Systems Solutions in the
Financial Marketplace
Midwest Securities
Trust Company**

11:00 – 11:45 a.m., Room J3 **161**

John Dynkowski

*Manager of Emerging Technology
MIDWEST SECURITIES TRUST CO.*

Robin Armour

*Product Manager
MIDWEST SECURITIES TRUST CO.*

Jeff Boudreaux

*Senior Marketing Representative
INFORMIX*

This presentation will review client/server implementation at Midwest Securities Trust Company from a business and cultural perspective.

Applications & Management

♦♦♦ Audience: all

**Planning for the Upgrade
to INFORMIX-OnLine 6.0**

1:30 – 2:15 p.m., Room J1 **162**
also offered Thursday
11:00 – 11:45 a.m., Room J3 **202**

Shirley Li Rexrode

*Product Marketing Manager
INFORMIX*

If you are an INFORMIX-OnLine user today, you'll soon be faced with the decision of when to migrate your current INFORMIX-OnLine system to OnLine 6.0. This technical follow-on session to "An Overview of Informix 6.0

Database Server Technology" covers what you need to know about migrating to 6.0 including preconversion planning and the steps to migration for users of 4.1 and 5.0 OnLine servers.

Servers & Connectivity

♦♦♦ Audience: application developers, systems analysts, IT management

**Accessing IBM's DB2
Using INFORMIX-
Gateway with DRDA**

1:30 – 2:15 p.m., Room B **163**
and also offered Tuesday
3:45 – 4:30 p.m., Room B **137**

Bernard Golden

*Director, Product Development
INFORMIX*

In this climate of downsizing and distributed processing, smooth connectivity with existing mainframe systems is an essential ingredient. This technical overview will give you a chance to see our new DRDA connectivity product in action, and its read/write capabilities to IBM's DB2.

Servers & Connectivity

♦♦♦ Audience: application developers, systems analysts

**Data Integrity
& Stored Procedures**

1:30 – 2:15 p.m., Room J3
and also offered Tuesday
11:00 – 11:45 a.m., Room J2

Cem Tanyel

*Software Development Engineer
INFORMIX*

Join this technical session to learn how to use stored procedures and integrity constraints effectively. You will see a presentation of the ANSI SQL syntax for integrity constraints and learn the implications for application development.

Servers & Connectivity

♦♦♦ Audience: application developers, systems analysts

**Building Information
Access Applications
with INFORMIX-
HyperScript Tools**

1:30 – 2:15 p.m., Room A
continued
2:30 – 3:15 p.m., Room A
and also offered Thursday
1:30 – 3:15 p.m., Room A

Scott Hinrichs

*Senior Project Marketing Engineer
INFORMIX*

Stefan Zauchenberger

*Product Manager
INFORMIX*

Application developers and others on a technical track will benefit from this session which explores the new features of the HyperScript language in

INFORMIX-HyperScript Tools.

Attendees will learn how to build information access applications with this multiplatform visual programming environment. Developers can use HyperScript Tools to create graphical applications for Microsoft Windows, UNIX, and Macintosh environments.

Tools & Environments

♦♦♦♦ Audience: application developers

**INFORMIX-4GL/Graphical
Development Environment**

1:30 – 2:15 p.m., Room C **166**

Bill Orr

*Senior Product Marketing Manager
INFORMIX*

The INFORMIX-4GL/ Graphical Development Environment (GDE) is the Motif/X windows-based INFORMIX-4GL development environment. It offers rapid application development support for client/server (Motif or MS Windows) and terminal/host applications. The environment is extensible, providing functionality for easy integration and management of additional tools to support team development. This session offers an overview of the INFORMIX-4GL/GDE product and its future direction.

Tools & Environments

♦ Audience: IT management, application developers

Case Study:
AT&T Financial Systems Re-engineering AT&T Network Systems

1:30 – 2:15 p.m., Room J2

167

Laurie J. Eurick

*Director, New Business Development
AT&T NETWORK SYSTEMS*

Dinesh Kumar
*Systems Engineer
INFORMIX*

This case study addresses the re-engineering, development, deployment, and maintenance issues faced when AT&T needed to downsize from mainframe accounting systems to a flexible, UNIX-based system. The end result was Management Information Processes and Systems (MIPS) which has been successfully deployed throughout AT&T Federal Systems and is currently being deployed to many other business units throughout AT&T. This case study will also discuss how AT&T and Informix partnered to make this happen.

Applications & Management

♦♦Audience: all

TPC Benchmarking: A Consumer's Guide

2:30 – 3:15 p.m., Room J3 168

Walter Baker

*Manager of Performance Engineering
INFORMIX*

The Transaction Processing Council (TPC) is the most prominent international organization dedicated to benchmark testing of relational database management systems. Come to this session to learn about how TPC benchmarks are developed and performed; what is involved in running a benchmark test; and how Informix stacks up to the competition.

Applications & Management

♦Audience: all

Distributed Database and Network Optimization

2:30 – 3:15 p.m., Room C 169

Paul Taylor

*Senior Software Engineer
INFORMIX*

Come to this informative technical session for an overview of the client/server and distributed database capabilities provided by our products. Session also details how to optimize your network resources.

Servers & Connectivity

♦♦♦♦Audience: systems analysts, IT management

New Platforms for Informix Technology

2:30 – 3:15 p.m., Room J1 170

and also offered Tuesday

2:30 – 3:15 p.m., Room J3 130

Gilbert Wai

*Vice President & General Manager,
Product Delivery Center
INFORMIX*

Managers interested in what's on the horizon for Informix in the open systems environment will not want to miss this discussion of long-range issues regarding platforms for Informix technology. Topics covered will include trends, requirements and issues for both software users and suppliers, also, NetWare, Windows NT, and other major portable operating environments.

Applications & Management

♦♦Audience: IT and executive management

Troubleshooting with INFORMIX-OnLine 5.0

2:30 – 3:15 p.m., Room B 171

and also offered Tuesday

1:30 – 2:15 p.m., Room J3 126

John Miller

*Resolution Team Engineer
INFORMIX*

Knowing how to use your database diagnostic tools properly can be critical when problems arise. This technical session is important

for anyone who needs to know how and when to monitor their database system. It covers details of how you can monitor INFORMIX-OnLine using tbstat, tbcheck, and the message log.

Servers & Connectivity

♦♦♦♦Audience: systems troubleshooters

**Case Study:
Custom Client/Server Applications for the Price of a Package Systems Migration, Inc.**

2:30 – 3:15 p.m., Room J2

172

Joseph Foley

*Director
SYSTEMS MIGRATION, INC.*

Dan Griffin

*Branch Manager
INFORMIX*

This session will describe Systems Migration's (SMI) project with Cy DeCosse, Inc. (CDI), which is in the business of continuity book publishing and marketing. CDI sells books to a customer base of 2.3 million and processes in excess of 2,000 orders per day. SMI developed a client/server solution based on Informix software and an HP-9000 that could scale to support a volume 10 times as large as their current needs.

Applications & Management

♦♦Audience: all

Track Session Legend

• Non-technical ♦♦ Semi-technical ♦♦♦ Technical ♦♦♦♦ Very technical

The Future of Informix Server Technology

3:45 – 4:30 p.m., Room B
and also offered Thursday
10:00 – 10:45 a.m., Room C

Tim Shetler

*Vice President, Product Marketing
INFORMIX*

This session focuses on the strategic emphasis and major enhancements targeted for the Informix servers in the next two to three years.

Servers & Connectivity

♦♦Audience: IT management, Informix partners, application developers

Implementing Triggers in Your Database

3:45 – 4:30 p.m., Room J3

Ling Gee Kwok

*Software Engineer
INFORMIX*

Triggers can be used to automatically and universally enforce business rules or conditions every time a table is modified. This technical session describes the function of triggers and shows you how to use triggers and stored procedures within your OnLine 5.0 or 6.0 database.

Servers & Connectivity

♦♦♦♦Audience: application developers

How VARs are Using UNIX

3:45 – 4:30 p.m., Room J2

175

Mitchell York

*Publisher
VAR BUSINESS
CMP PUBLICATIONS, INC.*

VARBUSINESS Magazine

recently surveyed 400 UNIX VARs to find out their precise involvement with UNIX. The results offer a compelling picture of where UNIX fits into the service offerings of today's value-added reseller. It shows that UNIX VARs are bringing the operating system into virtually every commercial vertical market, and their efforts are being rewarded with profit margins well above those for the VAR market as a whole. The study also shows which UNIX operating systems will be the most popular among VARs in the coming year—as well as the impact of NT and OS/2.

Applications & Management

♦Audience: executive and IT management

Implementing High-Availability Informix Solutions with UNIX

3:45 – 4:30 p.m., Room C

176

Peter Simcox

*Senior Consultant
INFORMIX*

High availability continues to grow as a major consideration for database applications, particularly in mission-critical environments where continuous operation is required. Various levels of availability are attainable through Informix RDBMS features, UNIX operating system enhancements, and hardware configuration options. This session will present and compare these features for implementing high-availability Informix solutions with UNIX.

Applications & Management

♦Audience: all

An Introduction to INFORMIX-4GL 4.1 for Microsoft Windows

3:45 – 4:30 p.m., Room A
and also offered Tuesday
3:45 – 4:30 p.m., Room A

177

136

Nancy Li

*Product Line Marketing Manager
INFORMIX*

Many developers are under increasing pressure to develop applications on and for Microsoft Windows. This session will give a product overview and demo of INFORMIX-4GL for Windows. For additional information on migrating INFORMIX-4GL applications to UNIX from Microsoft Word and vice versa, attend session 212, "How to Write Applications for Deployment to Both Character and Graphical Environments."

Tools & Environments

♦♦Audience: application developers, IT management



**Case Study:
Downsizing
Corporate Accounting
Concepts Dynamic, Inc.**

3:45 – 4:30, Room J1

178

John M. Woolsoncroft

*Director, Corporate Marketing
CONCEPTS DYNAMIC, INC.*

Jeff Boudreaux

*Senior Marketing Representative
INFORMIX*

The downsizing of corporate accounting applications has become a popular strategy for many organizations. This session will provide valuable information for financial and information technology executives from companies who are looking to replace mainframe and proprietary accounting systems with UNIX-based solutions. The case studies presented will describe the real world experiences of three large Concepts Dynamic clients who successfully made the move to open systems using CDI's accounting software and Informix's relational database servers, programming tools, and information access tools.

Applications & Management

♦Audience: all

**INFORMIX-HyperScript
Tools Open Forum**

4:30 – 6:30 p.m., Room J1

179

Tim Massey

*Software Development Manager
INFORMIX*

This session will be an open forum where attendees can actively discuss use of the INFORMIX-HyperScript Tools product with the team responsible for bringing this product to market. For those people without HyperScript experience, it is recommended that they attend the session "Building Information Access Applications with INFORMIX-HyperScript Tools", prior to attending this forum.

Birds of a Feather

♦Audience: all

**INFORMIX-4GL/
Graphical Development
Environment Directions**

4:30 – 6:30 p.m., Room B

180

Jennifer Heggie

*Product Marketing Manager
INFORMIX*

Marina Buchman

*Engineering Project Leader
INFORMIX*

The purpose of this INFORMIX-4GL/Graphical Development Environment (GDE) session is to provide customers with a forum to give early input into the future of

Informix's UNIX-based INFORMIX-4GL/GDE. Informix would like to obtain feedback on the initial design specifications for the next generation of the INFORMIX-4GL/GDE product. The goal of the next generation of the product is to address user needs for an extensible and integrated team development environment, providing life-cycle support for INFORMIX-4GL and database applications.

Birds of a Feather

♦Audience: all interested in the future of INFORMIX-4GL application development environment

**Open Forum with the
Informix Customer
Service Organization**

4:30 – 6:30 p.m., Room C

181

Jim Hendrickson

*Vice President, Customer Services
INFORMIX*

The Informix customer services executives are interested in your input on how Informix customer services can be improved. The track sessions on customer services will review the changes and improvements

that have been made over the last two years. But this birds-of-a-feather session is intended to be an informal discussion to get your feedback and perceptions, and ideas for other changes you would like to see Informix make.

Birds of a Feather

♦Audience: all

**The InSync
Certification Program**

4:30 – 6:30 p.m., Room J2

182

Neil Williams

*Product Marketing Engineer
INFORMIX*

This session is for InSync partners who are interested in learning more about the benefits of becoming InSync certified and about the specific technical and business requirements.

Birds of a Feather

♦Audience: Informix partners



Track Session Legend

- Non-technical
- ♦ Semi-technical
- ◆◆◆ Technical
- ◆◆◆◆ Very technical

The Future of Informix

8:00 – 9:00 a.m., Room A

185

Phil White

*President, CEO, Chairman
INFORMIX*

Mike Saranga

*Senior Vice President of
Product Management & Development
INFORMIX*

On the last day of the conference, we focus on the future of Informix and its database technology. Phil White and Mike Saranga will present the direction Informix is taking its database technology to meet your future needs.

General Session

♦♦Audience: all

Selling Your VAR Applications Internationally

9:00 – 9:45 a.m., Room J3

186

Ron Alvarez

*Executive Director,
Latin American Operations
INFORMIX*

Steve Dolan

*Director, Marketing
Asia/Pacific
INFORMIX*

Laurent Gampel

*Director, Market Development & Planning
Europe/Middle East/Africa
INFORMIX*

This panel will explore the opportunities for Informix partners to sell their VAR applications internationally. Representatives from Informix's international sales organizations will

discuss the role VAR solutions play in their sales strategies, as well as what it takes to be successful internationally. In addition, the panelists will discuss the specific market opportunities in their regions.

Applications & Management

♦Audience: all

**Case Study:
A Software Configuration Management System for Informix-based Software Development Teams
CaseWare**

9:00 – 9:45 a.m., Room J2

187

Martin Cagan

*Vice President
CASEWARE*

Tony Chang

*Senior Software Engineer
CASEWARE*

Steve Martin

*Marketing Representative
INFORMIX*

This presentation describes CaseWare/CM, an Informix-based software configuration management system which provides these capabilities for heterogeneous, UNIX workstation environments. This session will cover these services, and how they support Informix application development.

Applications & Management

♦♦Audience: all

Customer Services Help Make Applications Happen

9:00 – 9:45 a.m., Room C
and also offered Tuesday
2:30 – 3:15 p.m., Room A

188

133

Jim Hendrickson

*Vice President, Customer Services
INFORMIX*

You won't want to miss this session for an overview of Informix's broad range of services, and a look at the architecture of our worldwide support organization. We will also provide an inside look at Informix's application life cycle approach to product development and maintenance.

Applications & Management

♦Audience: all

The Future of INFORMIX-4GL Technology

9:00 – 9:45 a.m., Room A
and also offered Wednesday
11:00 – 11:45 a.m., Room A

189

160

Martin Herbach

*Chief Architect for Tools
INFORMIX*

This session focuses on the major features and the key technology approaches that will be embodied in future

releases of the 4GL development tools. Our road map for the future, as well as near-term enhancements will be outlined.

Tools & Environments

♦♦Audience: IT management, application developers

INFORMIX-OnLine 5.0 Features in Your INFORMIX-4GL Applications

9:00 – 9:45 a.m., Room B

190

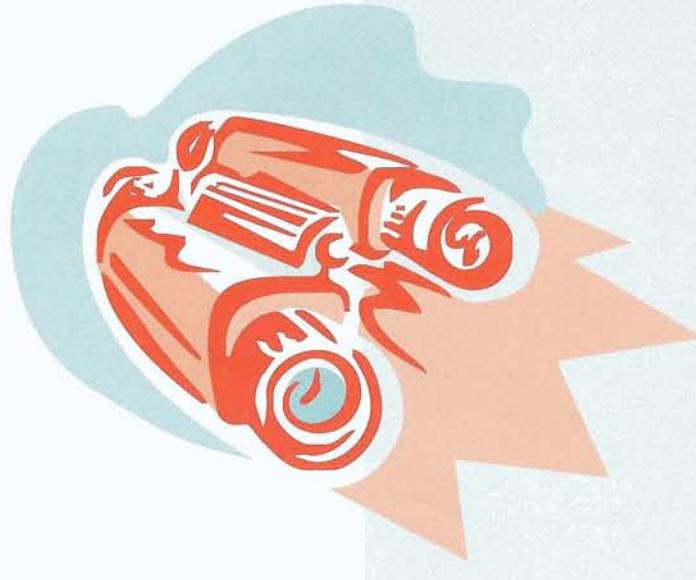
Maribeth Bray

*Technical Course Developer
INFORMIX*

This session illustrates how to modify existing INFORMIX-4GL applications to take advantage of the additional functionality of INFORMIX-OnLine 5.0. Familiarity with INFORMIX-4GL syntax and OnLine 5.0 features is recommended.

Tools & Environments

♦♦♦♦Audience: application developers experienced with INFORMIX-4GL and INFORMIX-OnLine



**Case Study:
Sales Automation
Solutions in Action
*Brock Control Systems, Inc.***

9:00 – 9:45 a.m., Room J1 **191**

Roger Johnson
President & CEO
BROCK CONTROL SYSTEMS, INC.

Gus Rodriguez
VAR Account Manager
INFORMIX

This presentation will describe the innovative automation approaches used by several companies to enhance their sales and service operations. Each company, across multiple industries, identifies what their issues were, the solution they implemented, and the tangible benefits they were able to measure as a result.

Applications & Management
♦Audience: executive management, IT management

**The Future of Informix
Server Technology**

10:00 – 10:45 a.m., Room C
and also offered Wednesday
3:45 – 4:30 p.m., Room B **192**

Tim Shetler
Vice President, Product Marketing
INFORMIX

This session focuses on the strategic emphasis and major enhancements targeted for the Informix servers in the next two to three years.

Servers & Connectivity

♦♦Audience: IT management,
Informix partners, application
developers

**Case Study:
Business Process
Solutions Using Relational
Database Technology
*Recognition International, Inc.***

10:00 – 10:45 a.m., Room J2 **193**

Stephen Mitchell
Vice President, Worldwide Marketing
RECOGNITION INT'L, INC.

Dick Hoffmann
Manager, VAR &
Systems Integrator Marketing
INFORMIX

This session will discuss how applications incorporating Recognition International's imaging/document processing products and Informix database technology products can save time, money, and computing resources through business process re-engineering.

Applications & Management
♦♦Audience: all

**INFORMIX-ViewPoint:
Database Access for
Non-technical End Users**

10:00 – 10:45 a.m., Room A **194**
and also offered Tuesday
11:00 – 11:45 a.m., Room A **119**

Peter Lord
Product Line Marketing Manager
INFORMIX

INFORMIX-ViewPoint is a graphical database access tool that allows non-technical end users immediate access to corporate data. Unlike other data access

tools, ViewPoint users are shielded from programming, SQL, and the complexities of the database schema. This session provides an overview of this exciting new product and a live demo.

Tools & Environments

♦Audience: all

**Case Study:
Utilizing Informix in a
Downsizing Solution
*Disney Attractions, Inc.***

10:00 – 10:45 a.m., Room J1 **195**

Ron Smith
Senior Programmer Analyst
DISNEY ATTRACTIONS, INC.

Phil Landry
Account Manager
INFORMIX

A presentation of two downsizing solutions to migrate from a mainframe to a UNIX platform. The reasons for downsizing, the approach used, the development process and the results achieved will be presented.

Applications & Management

♦♦Audience: all

**Tips for Effective
INFORMIX-4GL
Programming**

10:00 – 10:45 a.m., Room B **196A**

11:00 – 11:45 a.m., Room B **196B**

Pete Carpino
Client Services Project Manager
INFORMIX

You may know how to code INFORMIX-4GL applications, but do you know the inside tips that will help you produce the best possible applications in the shortest amount of time? This session presents an inside look at coding INFORMIX-4GL applications, with tips that you won't find anywhere else. Familiarity with INFORMIX-4GL syntax is recommended.

Tools & Environments

♦♦♦♦Audience: application
developers



**Case Study:
The Correct CASE:
A Careful Choice for
a Tuxedo/Informix
Client/Server
Solution in Retailing
AIC Correct Group B.V.**

10:00 – 10:45 a.m., Room J3 **197**

Harry de Jong
Information Manager
AIC CORRECT GROUP B.V.

Peter Samson
Country Manager, Netherlands
INFORMIX

This session will describe the process AIC Correct Group B.V. used to extensively review hardware and software solutions for fault-tolerant, on-line transaction processing in distributed environments. Numerous tests were used.

Applications & Management
♦♦Audience: IT management, systems analysts, systems developers

**Parallel Database
Query Architecture**

11:00 – 11:45 a.m., Room C **198**

Gary Kelley
Chief Architect for Servers
INFORMIX

Developers and systems administrators who are concerned with gaining a performance advantage should attend this session. We will discuss ways you will

be able to dramatically boost your long-running query performance through Informix's unique parallel database query functionality that will be available in a future release.

Servers & Connectivity

♦♦♦Audience: application developers, systems analysts

**Case Study:
Migrating to the Latest
Informix Products and
Toolsets Through Conver-
sion, Re-Engineering,
and Application Tuning
NexGen SI, Inc.**

11:00 – 11:45 a.m., Room J1 **199**

Don Ganguly
Executive Vice President
NEXGEN SI, INC.

Dick Hoffmann
*Manager, VAR &
Systems Integrator Marketing*
INFORMIX

This session will describe various methodologies and resultant benefits of migrating to new Informix products through actual case studies of consulting services performed by NexGen SI.

Applications & Management

♦♦Audience: Informix partners, application developers, IT management

**Secure Products/
Secure Features**

11:00 – 11:45 a.m., Room J2 **200**

Rich Bridgell
Lead Engineer
GTE

Janet Brill
Computer Systems Engineer
INFORMIX

Plan to attend this technical session to learn about the key features and capabilities of INFORMIX-OnLine/Secure. We will also share with you our plans for future releases and associated security features.

Servers & Connectivity

♦♦Audience: systems analysts, IT management

**Introducing INFORMIX-DBA
to the MIS Professional**

11:00 – 11:45 a.m., Room A **201**

And also offered Tuesday
1:30 – 2:15 p.m., Room A **125**

Scott Hinrichs
Senior Product Marketing Engineer
INFORMIX

Peter Lord
Product Line Marketing Manager
INFORMIX

This session gives technical and MIS professionals the information they need to set up INFORMIX-ViewPoint and INFORMIX-DBA, new graphical tools that help end users access data in corporate databases

Participants will see first-hand how ViewPoint is both versatile and efficient. It is the only end-user tool that hides the complexities of the corporate database from the end user through the unique SuperView concept.

Tools & Environments

♦♦♦Audience: application developers, systems analysts

**Planning for the Upgrade
to INFORMIX-OnLine 6.0**

11:00 – 11:45 a.m., Room J3 **202**
also offered Wednesday
1:30 – 2:15 p.m., Room J1 **162**

Shirley Li Rexrode
Product Marketing Manager
INFORMIX

If you are an INFORMIX-OnLine user today, you'll soon be faced with the decision of when to migrate your current INFORMIX-OnLine system to OnLine 6.0. This technical follow-on session to "An Overview of Informix 6.0 Database Server Technology" covers what you need to know about migrating to 6.0 including preconversion planning and the steps to migration for users of 4.1 and 5.0 OnLine servers.

Servers & Connectivity

♦♦♦Audience: application developers, systems analysts, IT management

Case Study:
Application Migration from IBM System/36 Environments to Informix, UNIX, and the RS/6000 Universal Software

1:30 – 2:15 p.m., Room J2

203

AI Saavedra

Vice President of Marketing
UNIVERSAL SOFTWARE

Dick Hoffmann

Manager, VAR & Systems Integrator Marketing
INFORMIX

In the past, IBM System/36 users had no obvious migration path other than to the AS/400 with its integrated RDBMS. Today many companies are using Open RS/36 from Universal software to migrate their applications to UNIX platforms at the binary level. The new twist is the possibility of quickly moving the EBCDIC System/36 format files to the Informix format. Once this is accomplished, new development can be done within the Informix environment to replace the System/36 application, module by module, or to interface the old System/36 application with new Informix ones. IBM System/36 users who understand the advantages of an RDBMS environment can take advantage of the Informix world with an effortless migration.

Applications & Management

♦♦Audience: all

Extending Your INFORMIX-ESQL/C Code to Use BLOBs

1:30 – 2:15 p.m., Room C
continued

204A
204B

Art Taylor

Senior Client Services Engineer
INFORMIX

Imaging technology plays an increasingly important role in today's MIS departments. This technical session presents information on how you can extend your applications to include binary large objects (BLOBs) for imaging. It focuses on coding INFORMIX-ESQL/C applications to enable them to store and retrieve BLOBs from an OnLine database and therefore will be most useful to those with experience in C, INFORMIX-ESQL/C, and INFORMIX-OnLine.

Tools & Environments

♦♦♦♦Audience: application developers experienced with C, INFORMIX-ESQL/C, and OnLine

Informix's National Language Support

1:30 – 2:15 p.m., Room J3

205

Chris Horak

Manager, International Programs
INFORMIX

Informix is integrating National Language Support in its upcoming 6.0 release of servers and connectivity products. This session highlights the features of the 6.0 NLS implementation and describes Informix's strategy for continuous improvements of

its National Language Support and for providing localized versions of its products through its worldwide development organization.

Applications & Management

♦♦♦Audience: application developers

Building Information Access Applications with INFORMIX-HyperScript Tools

1:30 – 2:15 p.m., Room A
continued

206A
206B

165A&B

Scott Hinrichs

Senior Product Marketing Engineer
INFORMIX

Stefan Zauchenberger

Product Manager
INFORMIX

Application developers and others on a technical track will benefit from this session which explores the new features of the HyperScript language in INFORMIX-HyperScript Tools. Attendees will learn how to build information access applications with this multi-platform visual programming environment. Developers can use HyperScript Tools to create graphical applications for Microsoft Windows, UNIX, and Macintosh environments.

Tools & Environments

♦♦♦♦Audience: application developers

Case Study: Re-engineering Marriott's Hotel Property Management Systems on Open Systems
Marriott Corporation

1:30 – 2:15 p.m., Room J1

207

Robert Bennett

Vice President, Hotel Systems
MARRIOTT CORPORATION

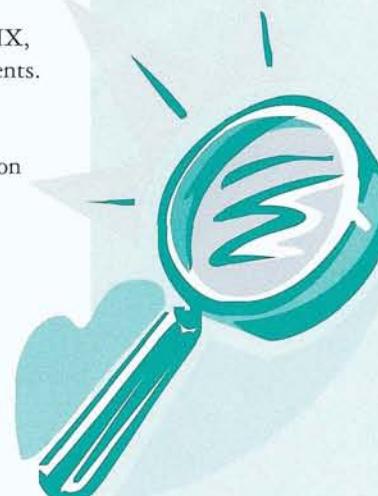
Bob Kilker

Senior Marketing Representative
INFORMIX

This case study will examine Marriott's re-engineering of their Hotel Property Management System. Using INFORMIX-4GL and INFORMIX-OnLine, Marriott migrated six stand-alone applications running on IBM AS/400s, Series Is, and System 36s to one integrated application on the IBM RS/6000. Marriott will discuss their overall requirements and goals in moving to open systems and address how Informix played a strategic partnership role in this process.

Applications & Management

♦Audience: all



Track Session Legend

• Non-technical ♦♦ Semi-technical ♦♦♦ Technical ♦♦♦♦ Very technical

**Understanding the
Informix Optimizer**

1:30 – 2:15 p.m., Room B
and also offered Tuesday
1:30 – 2:15 p.m., Room C

208
127

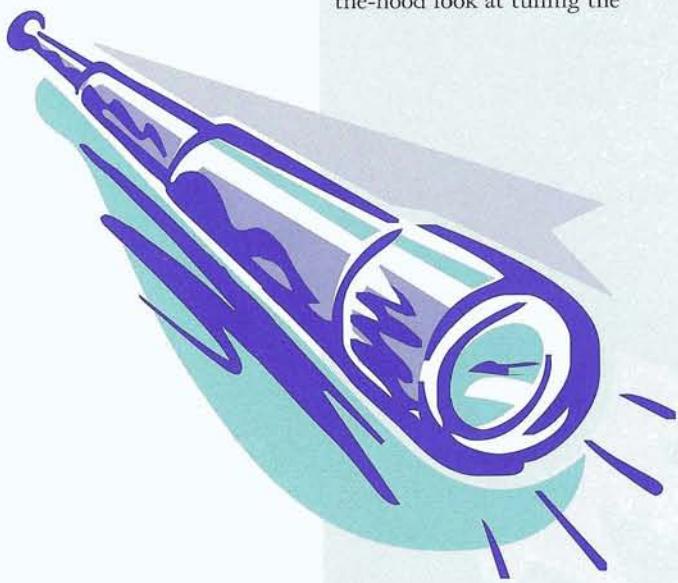
Jeff Fried

Senior Software Development Engineer
INFORMIX

INFORMIX-OnLine 6.0 has a powerful cost-based optimizer to enable the quickest, most resource-efficient responses to SQL queries. This technical session gives you the information on how to optimize database queries, and outlines the new optimizer enhancements for including data distribution information in the optimization.

Servers & Connectivity

♦♦♦♦ Audience: application developers, systems analysts



**Developing Client/Server
Solutions Using
Third-Party Tools**

2:30 – 3:15 p.m., Room J3

209

Cheryl Stefan MacDonald

*Senior Manager, Strategic Alliances
& Acquisitions*
INFORMIX

Join this session for an informative discussion on how to successfully integrate third-party solutions into your application development environment.

Applications & Management

♦ Audience: all

**Tuning and Optimizing
Performance with
Informix-OnLine 5.0**

2:30 – 3:15 p.m., Room B
and also offered Tuesday
2:30-3:15 p.m., Room C

210
129

Dave Kosenko

Client Services Project Manager
INFORMIX

Is your business using INFORMIX-OnLine to its best advantage? Come to this important session to take an under-the-hood look at tuning the

performance of OnLine. You will gain valuable knowledge on how to get maximum efficiency from your applications, and how to use OnLine's utilities to optimize your system configuration.

Servers & Connectivity

♦♦♦♦ Audience: application developers, systems analysts

**An Overview of
the Informix
Repository Strategy**

2:30 – 3:15 p.m., Room J1

211

Bill Orr

Senior Product Marketing Manager
INFORMIX

This session introduces Informix's specialized database management system for describing and controlling information environments. Based on Siemens Nixdorf's ERMS and INFORMIX-OnLine, this technology provides system integrators and corporate MIS with a high-performance, extensible, tool-neutral, FIPS 156-compliant base for software environment data integration.

Tools & Environments

♦♦ Audience: all

**How to Write Applications
for Deployment to
Both Character and
Graphical Environments**

2:30 – 3:15 p.m., Room J2

212

Bill Hedge

Product Marketing Manager
INFORMIX

This technical session demonstrates how to use the INFORMIX-4GL/GX windowing environment to run existing INFORMIX-4GL applications in both character and graphical mode without modifying or recompiling original source code.

Tools & Environments

♦♦♦♦ Audience: application developers, systems analysts

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 Data General

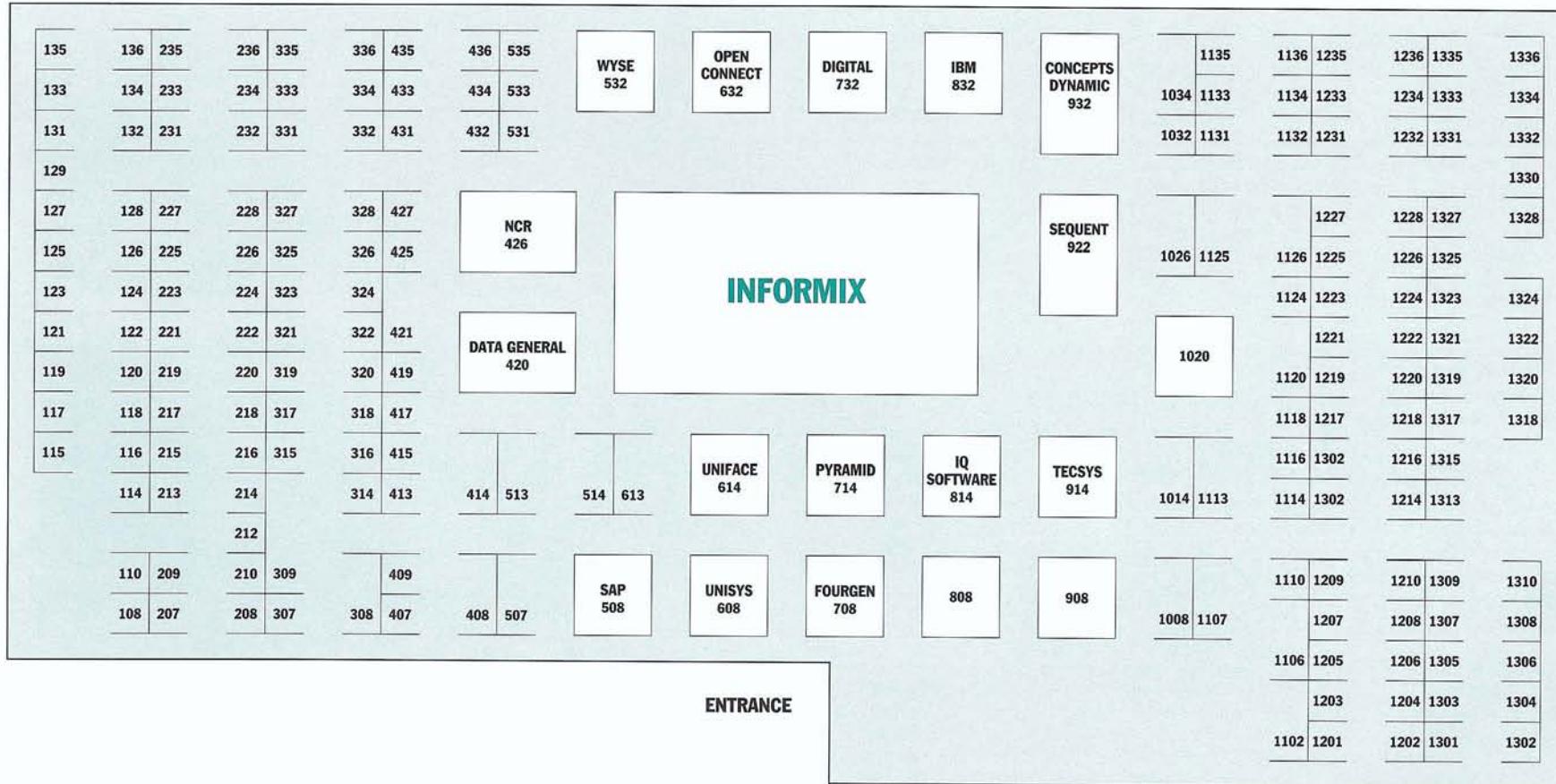
Where the World is going!

* "The CW Guide To Servers," Computerworld, March 22, 1993

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EXHIBITOR LIST

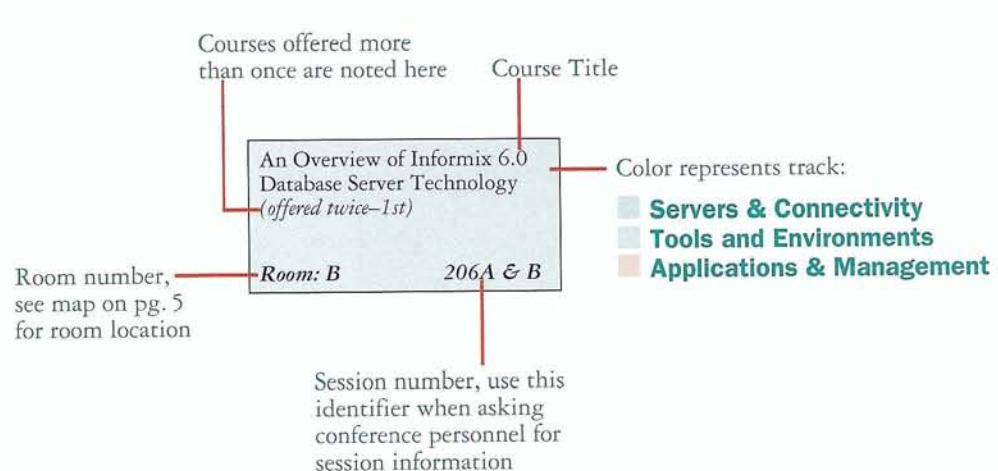
Action Systems Associates, Inc.	335	Micro Focus	328
Blue Bird Systems	334	MicroStrategy, Inc.	1032
BreakAway Technology	407	Natural Language, Inc.	425
Brock Control Systems, Inc.	535	NCR	426
Cambridge Information Management	434	NexGen SI, Inc.	432
CaseWare Inc.	436	ONLINE Software Labs	1118
Colorado Informix Users Group	325	Open Systems Today (CMP)	808
Compaq Computer	419	OpenConnect Systems, Inc.	632
Concepts Dynamic, Inc.	932	OpenVision	1120
Cyberscience Corporation Inc.	332	Pacific Genesys Development, Inc.	533
Data Based Advisor	433	Patrol Software, Inc.	1116
Data Code, Inc.	415	Powersoft Corporation	308
Data General Corporation	420	Pyramid Technology	714
Data Systems Support	427	Q+E Software	1131
DGC	531	Quintus Corporation	1125
Digital Equipment Corporation	732	Recognition International, Inc.	408
Double Click Imaging	309	Relevant Business Systems	513
DP-Tech Computers, Inc.	324	Santa Cruz Operation	421
EcoSystems Software	1102	SAP America, Inc.	508
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Feith Systems and Software, Inc.	307	SoftScribe, Inc.	314
Four Seasons Software	315	Soft-Tek International, Inc.	409
FourGen Software, Inc.	708	Software Development Group	435
Grant Thornton	336	Software Interfaces	1106
Graphical Information, Inc.	333	Software Magazine	1034
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Hewlett-Packard	1020	Symbol Technologies	1014
IBM	832	Tecsys, Inc.	914
Information Builders, Inc.	431	The Technology Group	327
InformationWeek (CMP)	802	Tricord Systems	1126
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Informix User Group of Northern California	319	Univel	507
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IQ Software Corporation	814	Videomail, Inc.	414
jeTech Data Systems, Inc.	1114	Westmount	331
JYACC	1026	Windstar Corporation	613
KnowledgeWare, Inc.	514	Wollongong Group, Inc.	316
Logic Works, Inc.	1124	Wyse Technology	532



SCHEDULE AT A GLANCE



How to use this schedule:



Pre-Conference Tutorials*

Monday, July 12	Registration						
	7:00 a.m. 7:00 p.m.	Managing Large Databases <i>Room: J1</i> 101A	INFORMIX-OnLine 6.0 Architecture and Performance Tuning <i>Room: B</i> 102	An Introduction to INFORMIX-ViewPoint <i>Room: C</i> 103	Developing Multilevel Secure Applications Using INFORMIX-OnLine/Secure <i>Room: J2</i> 104	Creating a Productive Application Development Environment <i>Room: J3</i> 105A	
Lunch							
12:00 – 1:30	1:30 – 5:30	Managing Large Databases (cont'd) <i>Room: J1</i> 101B	Using Informix Products with Open Systems Transaction Processing Monitors <i>Room: J2</i> 106	Upgrading from Wingz HyperScript to INFORMIX-HyperScript Tools <i>Room: C</i> 107	Adding INFORMIX-OnLine 5.0 Features to Your INFORMIX-4GL Applications <i>Room: B</i> 108	Creating a Productive Application Development Environment (cont'd) <i>Room: J3</i> 105B	

	Servers & Connectivity		Tools & Environments	Applications & Management			
7:00 a.m. 8:00 a.m.	Registration						
8:00 a.m. 9:00 a.m.	Welcome to the Conference by Phil White, President, CEO, and Chairman of Informix Computing in the '90s—Making it Easier by Mike Maples, Executive Vice President of Worldwide Products at Microsoft				Room: A 109		
9:00 a.m. 6:00 p.m.	Exhibit Hall Hours						
9:00 - 10:00	Break on Exhibit Floor						
10:00 - 10:45	An Overview of Informix 6.0 Database Server Technology <i>(offered twice-1st)</i> Room: B 110	Understanding INFORMIX-OnLine 5.0 Locking Room: C 111	Informix Tools Today and Tomorrow <i>(offered twice-1st)</i> Room: A 114	Introduction to Informix Room: J1 112	Case Study: Informix-based Solutions in Distribution Environments <i>Tecsys, Inc., Reynolds Metals, Inc.</i> Room: J2 113	Case Study: Next Generation Decision Support Systems for the Retail Industry <i>MicroStrategy, Inc.</i> Room: J3 115	
11:00 - 11:45	INFORMIX-OnLine 6.0 Architecture <i>(offered twice-1st)</i> Room: B 116	Data Integrity and Stored Procedures <i>(offered twice-1st)</i> Room: J2 117	INFORMIX-ViewPoint: Database Access for Non-technical End Users <i>(offered twice-1st)</i> Room: A 119	The Business of Informix Room: J1 118	Case Study: Integrating Wireless Data Collection and Imaging to Expand Application Uses <i>Symbol Technologies, Inc., Double Click Imaging, Inc.</i> Room: J3 120	Case Study: Implementing Informix-based Client/ Server Solutions in NetWare Environments <i>Grant Thornton Consulting</i> Room: C 121	
12:00 - 1:30	Lunch						
1:30 - 2:15	Archive/Restore and Tape Management with INFORMIX-OnLine 6.0 Room: B 122	Navigating Through INFORMIX-OnLine Data Storage Room: J2 123	Introducing INFORMIX- DBA to the MIS Professional <i>(offered twice-1st)</i> Room: A 125	Troubleshooting with INFORMIX-OnLine 5.0 <i>(offered twice-1st)</i> Room: J3 126	Understanding the Informix Optimizer <i>(offered twice-1st)</i> Room: C 127	Case Study: US Army RCAS: Acquiring a Multi-level Secure System Using Federal Open Systems Standards <i>US Army</i> Room: J1 124	
2:30 - 3:15	Data Replication Techniques with INFORMIX-OnLine 6.0 Room: B 128	Tuning and Optimizing Performance with INFORMIX-OnLine 5.0 <i>(offered twice-1st)</i> Room: C 129	New Platforms for Informix Technology <i>(offered twice-1st)</i> Room: J3 130	Case Study: Rightsizing Financial Applications <i>Kemper Securities/Beta Systems</i> Room: J1 131	Case Study: Why did AT&T E-911 Choose Informix <i>AT&T Network Systems</i> Room: J2 132	Customer Services Help Make Applications Happen <i>(offered twice-1st)</i> Room: A 133	
3:15 - 3:45	Break						
3:45 - 4:30	Experiences with Very Large INFORMIX- OnLine Databases Room: C 135	Accessing IBM's DB2 Using INFORMIX- Gateway with DRDA <i>(offered twice-1st)</i> Room: B 137	An Introduction to INFORMIX-4GL 4.1 for Microsoft Windows <i>(offered twice-1st)</i> Room: A 136	Case Study: Information Technology Issues in the Church Environment <i>The Vatican</i> Room: J1 134	Informix Asian Language Products—An Overview Room: J2 138	Case Study: Rightsizing with Informix and CICS/6000 <i>American Software USA, Inc.</i> Room: J3 139	

Birds-of-a-Feather Sessions

4:30 - 6:30	So You Want to Be an Author: Learn About Opportunities to Publish Technical Books on Informix Products and Technologies Room: J1 140	Getting the Most Out of Local Informix User Groups Room: B 141	Informix and Standards in the Microsoft Windows Environment: ODBC and Winsock Room: J2 142	Informix to IDMS Downsizing Room: J3 143	
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SCHEDULE AT A GLANCE

Track Sessions*

	Servers & Connectivity		Tools & Environments		Applications & Management					
7:00 a.m. 8:00 a.m.	Registration									
8:00 a.m. 9:00 a.m.	<i>The Future of Database Technology: A Roundtable of Industry Experts</i> Richard Finkelstein, Tony Percy, Peter Kastner Room A 146									
9:00 a.m. 5:00 p.m.	Exhibit Hall Hours									
9:00 - 10:00	Break on Exhibit Floor									
10:00 - 10:45	An Overview of Informix 6.0 Database Server Technology <i>(offered twice-2nd)</i> Room: B 150	A Tour of INFORMIX-OnLine for NetWare Room: J1 151	New Features in Wingz 2.0 Room: C 153	Informix Tools Today and Tomorrow <i>(offered twice-2nd)</i> Room: A 154	Case Study: Using INFORMIX-OnLine in a CICS Environment: a Technical Discussion <i>IBM Corporation</i> Room: J2 152	Case Study: Managing a Downsizing Effort <i>HCIA</i> Room: J3 155				
11:00 - 11:45	INFORMIX-OnLine 6.0 Architecture <i>(offered twice-2nd)</i> Room: B 156	Connectivity with Informix 6.0 Database Server Technology Room: C 157	The Future of INFORMIX-4GL Technology <i>(offered twice-1st)</i> Room: A 160	Case Study: Implementing Client/Server: A Technology Company's Experience <i>SAP</i> Room: J1 158	Keeping Current with Standards Organizations Room: J2 159	Case Study: Implementing Open Systems Solutions in the Financial Marketplace <i>Midwest Securities Trust Company</i> Room: J3 161				
12:00 - 1:30	Lunch									
1:30 - 2:15	Planning for the Upgrade to INFORMIX-OnLine 6.0 <i>(offered twice-1st)</i> Room: J1 162	Accessing IBM's DB2 Using INFORMIX-Gateway with DRDA <i>(offered twice-2nd)</i> Room: B 163	Building Information Access Applications with INFORMIX-HyperScript Tools <i>(offered twice-1st)</i> Room: A 165A & B	INFORMIX-4GL/Graphical Development Environment Room: C 166	Data Integrity and Stored Procedures <i>(offered twice-2nd)</i> Room: J3 164	Case Study: AT&T Financial Systems Re-engineering <i>AT&T Network Systems</i> Room: J2 167				
2:30 - 3:15	Troubleshooting with INFORMIX-OnLine 5.0 <i>(offered twice-2nd)</i> Room: B 171	Distributed Database and Network Optimization Room: C 169		New Platforms for Informix Technology <i>(offered twice-2nd)</i> Room: J1 170	TPC Benchmarking: A Consumer's Guide Room: J3 168	Case Study: Custom Client/Server Applications for the Price of a Package <i>Systems Migration, Inc.</i> Room: J2 172				
3:15 - 3:45	Break									
3:45 - 4:30	The Future of Informix Server Technology <i>(offered twice-1st)</i> Room: B 173	Implementing Triggers in Your Database Room: J3 174	An Introduction to INFORMIX-4GL 4.1 for Microsoft Windows <i>(offered twice-2nd)</i> Room: A 177	Implementing High Availability Informix Solutions with UNIX Room: C 176	How VARs are Using UNIX Room: J2 175	Case Study: Downsizing Corporate Accounting <i>Concepts Dynamic, Inc.</i> Room: J1 178				
<i>Birds-of-a-Feather Sessions</i>										
4:30 - 6:30	INFORMIX-HyperScript Tools Open Forum Room: J1 179	INFORMIX-4GL/Graphical Development Environment Directions Room: B 180	Open Forum with the Informix Customer Service Organization Room: C 181	The InSync Certification Program Room: J2 182						
6:30 - 9:30	Conference Party									

Wednesday, July 14

Track Sessions*

	Servers & Connectivity		Tools & Environments		Applications & Management					
7:00 a.m. 8:00 a.m.	Registration									
8:00 a.m. 8:45 a.m.	<i>The Future of Informix</i> —Phil White, President, CEO, & Chairman Mike Saranga, Senior Vice President of Product Management and Development <i>Room A</i>									
9:00 a.m. 4:00 p.m.	Exhibit Hall Hours									
9:00 – 9:45	Selling Your VAR Applications Internationally <i>CaseWare</i> <i>Room: J3</i> 186	Case Study: A Software Configuration Management System for Informix-based Software Development Teams <i>CaseWare</i> <i>Room: J2</i> 187	The Future of INFORMIX-4GL Technology <i>(offered twice—2nd)</i> <i>Room: A</i> 189	INFORMIX-OnLine 5.0 Features in Your INFORMIX-4GL Applications <i>Room: B</i> 190	Customer Services Help Make Applications Happen <i>(offered twice—2nd)</i> <i>Room: C</i> 188	Case Study: Sales Automation Solutions in Action <i>Brock Control Systems, Inc.</i> <i>Room: J1</i> 191				
9:45 – 10:00	Break									
10:00 – 10:45	The Future of Informix Server Technology <i>(offered twice—2nd)</i> <i>Room: C</i> 192	INFORMIX-ViewPoint: Database Access for Non-technical End Users <i>(offered twice—2nd)</i> <i>Room: A</i> 194	Tips for Effective INFORMIX-4GL Programming	Case Study: Business Process Solutions Using Relational Database Technology <i>Recognition International, Inc.</i> <i>Room: J2</i> 193	Case Study: Utilizing Informix in a Downsizing Solution <i>Disney Attractions, Inc.</i> <i>Room: J1</i> 195	Case Study: The Correct Case: A Careful Choice for A Tuxedo/Informix Client/Server Solution in Retailing <i>AIC Corret Group B.V.</i> <i>Room: J3</i> 197				
11:00 – 11:45	Parallel Database Query Architecture <i>Room: C</i> 198	Planning for the Upgrade to INFORMIX-OnLine 6.0 <i>(offered twice—2nd)</i> <i>Room: J3</i> 202	Tips for Effective INFORMIX-4GL Programming	Introducing INFORMIX-DBA to the MIS Professional <i>(offered twice—2nd)</i> <i>Room: B</i> 196A & B	Secure Products/ Secure Features <i>Room: A</i> 201	Case Study: Migrating to the Latest Informix Products and Toolsets Through Conversion, Re-engineering and Application Tuning <i>NexGen SI, Inc.</i> <i>Room: J1</i> 199				
12:00 – 1:30	Lunch									
1:30 – 2:15	Understanding the Informix Optimizer <i>(offered twice—2nd)</i> <i>Room: B</i> 208	Extending Your INFORMIX-ESQL/C Code to Use BLOBs	Building Information Access Applications with INFORMIX-HyperScript Tools <i>(offered twice—2nd)</i> <i>Room: A</i> 206A & B	Informix's National Language Support <i>Room: J3</i> 205	Case Study: Application Migration from IBM System/36 Environments to Informix, UNIX, and the RS/6000 <i>Universal Software</i> <i>Room: J2</i> 203	Case Study: Re-engineering Marriott's Hotel Property Management Systems on Open Systems <i>Marriott Corporation</i> <i>Room: J1</i> 207				
2:30 – 3:15	Tuning and Optimizing Performance with INFORMIX-OnLine 5.0 <i>(offered twice—2nd)</i> <i>Room: B</i> 210	 <i>Room: C</i> 204A & B	An Overview of the Informix Repository Strategy <i>Room: J1</i> 211	How to Write Applications for Deployment to Both Character and Graphical Environments <i>Room: J2</i> 212	Developing Client/Server Solutions Using Third-Party Tools <i>Room: J3</i> 209					

Thursday, July 15

Action Systems Associates, Inc.

7351 Shadeland Station, #245
Indianapolis, IN 46256
Ph: (317) 576-1806
Fx: (317) 576-1810 **Booth #335**

Action Systems Associates, Inc. is a provider of comprehensive turnkey productivity enhancement systems. Its main product is Action Material Manager Plus (AMMP)—a complete material/labor tracking system that integrates bar codes, radio frequency wireless terminals, relational database, and artificial intelligence. Other ASA products and services include Action Asset Tracking, Action Field Sales Plus, system integration and consulting.

BreakAway Technology

P.O. Box 681092
Schaumburg, IL 60168
Ph: (708) 582-3512
Fx: (708) 582-3515 **Booth #407**

BreakAway Technology develops software tools and provides consulting services for open systems computing. The tools focus on relational database development using the entire line of Informix software products.

Brock Control Systems, Inc.

2859 Paces Ferry Rd., Suite 1000
Atlanta, GA 30339
Ph: (404) 431-1200
Fx: (404) 431-1201 **Booth #535**

The Brock Activity Manager Series is a modular family of multiuser software products providing "closed loop" management solutions for database marketing, telemarketing, account management and field sales automation, order processing, and customer service and support.

Cambridge Information Management

540 Madison Ave., 32nd Fl.
New York, NY 10022
Ph: (212) 754-4343
Fx: (212) 888-5598 **Booth #434**

Cambridge Information Management, which sells and services Total Recall™, is devoted solely to database management. Total Recall™ is a unique enhancement of Informix relational databases. By indexing every word in structured data and unstructured text, it can access information with any word, phrase or combination of terms instantly, regardless of the size of the database. Total Recall™ makes this data fully available and, combined with Informix databases, produces the next generation in data management, a Total Database Management System, TDBMS™.

CaseWare Inc.

108 Pacifica, 2nd Fl.
Irvine, CA 92718
Ph: (714) 453-2200
Fx: (714) 453-2276 **Booth #436**

CaseWare/CM manages the software development and maintenance process with the most flexible, full-featured Software Configuration Management (SCM) system available. Its open client/server architecture is ideal for today's UNIX-based development organizations. The product fully supports: heterogeneous computing environments; parallel and distributed builds; cross-target and remote builds; and tool integration.

Colorado Informix Users Group

c/o Open Link Systems, Inc.
4600 S. Ulster, Suite 930
Denver, CO 80237-2874
Ph: (303) 770-2207
Fx: (303) 770-2104 **Booth #325**

Informix User Group of Colorado
Mid-Atlantic Informix User Group

Compaq Computer

20555 State Highway 249
MS 100604
Houston, TX 77070-2698
Ph: (800) 345-1518
Fx: (713) 374-1740 **Booth #419**

Compaq Computer Corp., price/performance leader in database servers, will be demonstrating INFORMIX-OnLine on the record-setting SYSTEMPRO/XL multiprocessor server running SCO UNIX from Compaq. The COMPAQ SYSTEMPRO/XL has set price/performance world records in both the TPC-A and TPC-B benchmarks. Compaq's products are sold worldwide through resellers, value added-dealers and retailers.

Concepts Dynamics Inc.

1821 Walden Office Square, Suite 585
Schaumburg, IL 60173
Ph: (708) 397-4400
Fx: (708) 397-0575 **Booth #932**

Concepts Dynamics, Inc. (CDI), an Informix Premier VAR, will demonstrate newly released versions of the CDI Financial Control System (FCS) and the CDI Job Control System (JCS).

FCS includes: general ledger, accounts payable, accounts receivable and fixed assets. JCS includes modules for the management of contracts, job orders, employee expenses, purchase orders, labor and customer invoices. All CDI applications are written completely in INFORMIX-4GL.

Cyberscience Corporation

10065 E. Harvard, Ave., Suite 800
Denver, CO 80231
Ph: (303) 745-3900
Fx: (303) 745-3938 **Booth #332**

CQCS is a full-featured 4GL development environment that gives you the productivity and performance necessary to create and use even the most sophisticated commercial applications. VCQ is a comprehensive report writer that's incredibly easy for novices to use, but still has the power and flexibility for "heads down" MIS professionals.

Data Based Advisor

4010 Morena Blvd., Suite 200
San Diego, CA 92117
Ph: (619) 483-6400
Fx: (619) 438-9851 **Booth #433**

Data Based Advisor magazine is a monthly, international publication which reports the latest on the ever-changing world of desktop database management systems. Each month, practical applications and hands-on strategies are provided to increase database management performance. Plus, monthly features devoted to client/server and downsizing topics will keep you on the cutting edge of desktop database technology.

**Data Code, Inc.**

7208 Sand Lake Rd., Suite 202
Orlando, FL 32819
Ph: (407) 351-3441
Fx: (407) 351-5019 **Booth #415**

Data Code's Prospect Management System, CASE generated in INFORMIX-4GL, automates and supports the areas of sales account management, marketing analysis, telemarketing, list management, and database marketing. ProAmerica's companion product, Service Call Management, will streamline and keep track of service organizations with advanced reporting features and technician access to important data.

Data General Corp.

400 Computer Dr.
Westboro, MA 01580
Ph: 1-800-DATAGEN
Fx: (508) 898-2684 **Booth #420**

Data General's got it—superior price/performance and affordable high availability! We're leading the way with our RISC-based AViiON systems and servers, commercial-strength DG/UX and CLARiiON disk and tape array subsystems. Our "hot failover" demonstration will show you how Data General can protect your Informix-based critical applications and information even during a system failure! So stop by the Data General booth, #420, and see why Computerworld's survey ranks Data General AViiON servers as #1!

Data Systems Support

1228 Shelly Ct.
Orange, CA 92668
Ph: (714) 771-0454
Fx: (714) 771-3028 **Booth #427**

Sales Information Response System, (SIRS) is an enterprise-wide solution for managing the information flow related to sales, marketing and customer support. It can be integrated with other applications and is flexible and easily customized. SIRS is written in INFORMIX-4GL and uses the Informix relational databases.

DGC

3434 W. Sixth St., 400A
Los Angeles, CA 90020
Ph: (213) 385-1600
Fx: (213) 385-1986 **Booth #531**

Inteligencia is an automated backup and restore tool for INFORMIX-OnLine. Backup to multiple devices; restore tables and rows. Protect your valuable data against loss with Inteligencia. Get speed and ease of use with this very flexible backup tool. Come see a live demonstration in booth #531.

Digital Equipment Corp.

85 Swanson Rd.
Boxboro, MA 01719-1326
Ph: (508) 264-5631
Fx: (508) 264-5100 **Booth #732**

What's the fastest computing platform in the world? Stop by the Digital Equipment Corp. booth (#732) to discover Alpha AXP™—the most cost-effective, universal computing platform for open choice with unbounded performance.

Double Click Imaging

5615 Scotts Valley Dr., Suite 160
Scotts Valley, CA 95066
Ph: (408) 438-8989
Fx: (408) 438-8390 **Booth #309**

Double Click Imaging's professional consulting services are being used by Informix here at the conference to provide the video registration and the INFORMIX-4GL/RF exhibitor leads tracking system. Come see the technology explained at Double Click Imaging's booth.

DP-Tech Computers, Inc.

25 South Main St., Suite 11
Edison, NJ 08837
Ph: (908) 906-1212
Fx: (908) 906-0068 **Booth #324**

DP-Tech Computers, Inc., is a software development and consulting firm. DP-Tech has introduced a complete report-writing and database publishing system called DbPublish. It consists of a 4GL and an X-based front end. This software enables users to create powerful presentation quality reports which additionally can include images and text columns to create PostScript files.

EcoSystems Software, Inc.

10005 Miller Ave., Suite 201
Cupertino, CA 95014
Ph: (408) 252-3801
Fx: (408) 252-3806 **Booth #1102**

EcoSystems Software offers the industry's first and most comprehensive integrated systems management software for client-server or UNIX data centers. EcoTOOLS provides monitoring, tuning, automation, and management of relational databases, UNIX computers, and TCP/IP networks. With EcoTOOLS, fault, performance, and capacity problems can be pinpointed and corrected automatically.

Encore Computer Corp.

6901 W. Sunrise Blvd.
Ft. Lauderdale, FL 33313
Ph: (305) 587-2900
Fx: (305) 797-5793 **Booth #417**

Encore Computer Corporation, a worldwide company headquartered in Fort Lauderdale, Florida, is a leading supplier of open, scalable computer systems for data center and mission-critical applications. The company's two product lines are based on Encore's patented MEMORY CHANNEL TECHNOLOGY™. The INFINITY 90™ Series, Encore's alternative mainframe, exceeds proprietary mainframe computing requirements through cost-effective, massively scalable compute technology. Encore's real-time systems provide optimum solutions for complex, real-time processing applications.

Feith Systems and Software, Inc.

425 Maryland Dr.
Fort Washington, PA 19034
Ph: (215) 646-8000
Fx: (215) 540-5495 **Booth #307**

Feith Document Database—A full featured document storage and retrieval system adhering to open systems standards. The system uses UNIX servers with Informix database in a true client/server architecture. The workstations are PCs running Microsoft Windows. Object COLD, WORKFLOW II, OLE, multimedia annotation, OCR, bar code, text retrieval, fax and host connectivity are features of the system.

Four Seasons Software

2025 Lincoln Highway
Edison, NJ 08817
Ph: (908) 248-6667
Fx: (908) 248-6675 **Booth #315**

SuperNOVA is a comprehensive, cross-platform development system that is used to create both platform independent and database independent applications. The development environment provides platform independence by running under Motif and MS-Windows as a GUI tool and under DOS, UNIX

and VMS as a character-based tool. SuperNOVA programs run—unchanged—as graphical applications under MOTIF and Windows, or as character-based programs under MS/DOS, UNIX and VMS. SuperNOVA database support includes the most widely used databases and file structures. A separate product, 4S-REPORT, employs this database independent access technology to provide an end-user reporting facility that can support multiple databases.

FourGen Software, Inc.

115 NE 100th St.
Seattle, WA 98125-8098
Ph: (800) 333-4436
Fx: (206) 522-0053 **Booth #708**

FourGen Software is the low-risk leader in downsizing mission-critical applications from the mainframe. Its client/server financial and order processing applications have been proven in worldwide installations at companies such as KFC, Motorola, AT&T, and Texaco. All FourGen products use new technologies including INFORMIX-4GL, SQL, CASE, and open systems to create an environment designed for flexibility and easy modifiability.

Grant Thornton

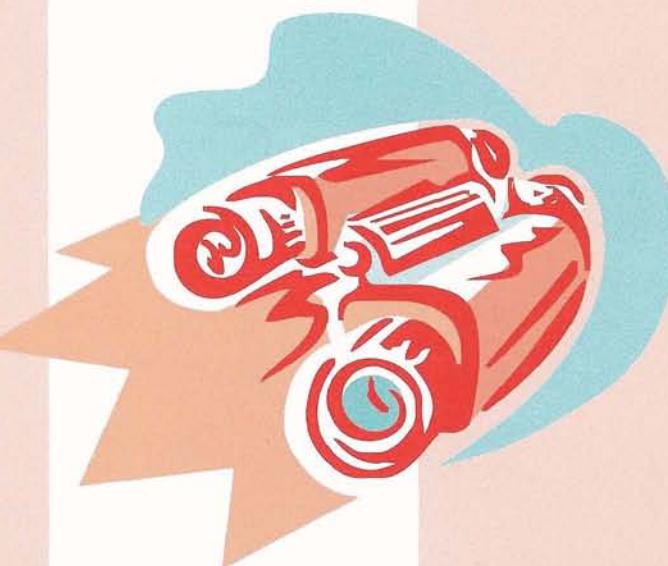
500 Washington Ave., Suite 1200
St. Louis, MO 63101-1211
Ph: (800) 366-3240
Fx: (314) 241-3240 **Booth #336**

Are you considering using Microsoft Windows as a front end to Informix? Grant Thornton is an international CPA and management consulting firm with five years experience using Microsoft Windows tools such as PowerSoft PowerBuilder and Gupta SQLWindows. Let's discuss how our team of consultants and trainers can make your business more productive.

Graphical Information, Inc.

1110 Brickell Ave., Suite 502
Miami, FL 33031
Ph: (305) 381-6361
Fx: (305) 579-9160 **Booth #333**

Graphical Information, Inc. is a software consulting firm specializing in executive information systems through graphical interfaces. We use the most advanced techniques of systems analysis to determine the customers' needs and then design decision-support software for executive in many different industries.



Gupta Corporation

1060 Marsh Rd.
Menlo Park, CA 94025
Ph: (415) 321-9500
Fx: (415) 321-5471 **Booth #1113**

The complete Gupta SQL System of products consists of database servers (Gupta SQLBase), end-user application development tools (Gupta SQLWindows and Gupta Quest) and SQL connectivity software (Gupta SQL Network) for connecting Gupta tools to a host of back ends including Informix, IBM DB2, Oracle, Microsoft/Sybase SQL Server, OS/2 Database Manager, AS/400, HP Allbase and TurboIMAGE, Cincom SUPRA and NetWare SQL.

Harnischfeger Engineers, Inc.

1975 El Camino Real West, Suite 301
Mountain View, CA 94040
Ph: (415) 968-9992
Fx: (415) 691-1199 **Booth #326**

STOCKMASTER is a radio frequency/bar coding warehouse management system developed by Harnischfeger Engineers, Inc., a leading material handling systems integrator with over 300 installed systems. The UNIX based STOCKMASTER system utilizes the standard 4GL, SQL and OnLine product offerings from Informix. The system provides real time work force direction and inventory management in a paperless operation.

Hewlett-Packard

19111 Pruneridge Ave. MS44M4
Cupertino, CA 95014
Ph: (408) 447-1154
Fx: (408) 447-4333 **Booth #414**

Hewlett-Packard's offers a broad family of computer solutions with Business Servers suitable for small workgroups or large data centers, and workstations capable of delivering a tremendous amount of computational power to the desktop or deskside.

IBM

2227 Capricorn Wy. #100
Santa Rosa, CA 95407
Ph: (707) 571-7348
Fx: (707) 571-7322 **Booth #832**

The IBM AIX RISC SYSTEM/6000 and POWER PC are the standards for commercial UNIX solutions. It has performance, scalability and superior function built into the base operating system... Plus the best-of-breed products like HACMP, CICS and the Informix database and tools round out the commercial users solutions.

Information Builders

1250 Broadway
New York, NY 10001
Ph: (212) 736-4433 **Booth #431**

Information Builders suite of products include FOCUS for Informix which offers application developers and end users the most powerful integrated set of nonprocedural fourth-generation language (4GL) tools for creating reports, analyzing

and maintaining data. A single environment offers efficient access by providing the most powerful report writer, graphics, statistics, financial analyses and spreadsheets. FOCUS also includes automated facilities that accelerate the application development process: a comprehensive transaction processing facility (MODIFY), a screen painter, windowing and menu-management tools, and a series of automatic code generators. Enterprise Data Access/SQL (EDA/SQL) is a family of client/server products that provide SQL-based access to all data, relational and nonrelational, local and remote, on multiple platforms and in multiple data architectures, throughout an enterprise.

InformationWeek (CMP)

1054 Saratoga-Sunnyvale Rd.
San Jose, CA 95129
Ph: (408) 725-4300
Fx: (408) 725-4546 **Booth #802**

InformationWeek is the weekly news magazine written and edited for 200,000 information executives in information-intensive organizations. InformationWeek's editorial focuses on the business application of information technology by providing a mixture of news and features on technology trends and issues, giving readers the strategic information they need to manage their organization's information systems.

Informix Software

4100 Bohannon Dr.
Menlo Park, CA 94025
Ph: (415) 926-6300
Fx: (415) 926-6593 **Booth #719**

Informix provides the most complete and productive database technology to build, deploy, run and evolve applications. Informix products include powerful distributed database management systems, robust application development tools, and graphical- and character-based productivity software for delivering information to every significant desktop platform. With corporate headquarters in Menlo Park, Calif., Informix has European headquarters in London, and Asia/Pacific headquarters in Singapore.

Informix Regional User Groups

2780 Skypark Drive #100
Torrance, CA 90505
Ph: (310) 530-4200
Fx: (310) 530-4294 **Booth #317**

Informix User Group of Northern California

20573 Stevens Creek Blvd., #200
Cupertino, CA 95014-2106
Ph: (408) 255-4077
Fx: (408) 255-4078 **Booth #319**

Informix User Group of Northern California is a non-profit, non-incorporated group of Informix technology enthusiasts and users who meet to discuss and share their software development expertise and their opinions about Informix products and features, and to establish an effective communication path with Informix Software, Inc. Based in the San Francisco Bay Area.

Interactive Development Environments

595 Market St. #1000
San Francisco, CA 94105
Ph: (415) 543-0900
Fx: (415) 543-0145 **Booth #1110**

Enterprisewide CASE for UNIX. IDE is exhibiting its Software through Pictures® family of integrated CASE environments. Demonstrations feature solutions for C, C++ and Information Modeling including previews of Informix-specific code generation capabilities.

Interactive Software Systems, Inc.

7175 West Jefferson Ave. #2500
Denver, CO 80235
Ph: (800) 944-8367
Fx: (303) 987-0112 **Booth #413**

UDMS™ is an easy-to-use ReportWriter and much more. UDMS provides read/write access across all common data structures, INFORMIX, C-ISAM, ORACLE, INGRES, SYBASE and others. With the UDMS menu-based interface, all users can report/query/update/graph all their data on UNIX, VAX/VMS and HP MPE/iX platforms.

IQ Software Corp.

3295 River Exchange Dr. #550
Norcross, GA 30092
Ph: (404) 446-8880
Fx: (404) 448-4088 **Booth #814**

Intelligent Query® (IQ) is a report writer/query tool that allows end users to create custom reports without programmer intervention. IQ Access™ allows end users to retrieve data from corporate data repositories. It reformats the data and allows it to be transferred to desktop applications including Lotus and WordPerfect.

jeTECH Data Systems, Inc.

P.O. Box 816
Moorpark, CA 93020
Ph: (805) 531-8840
Fx: (805) 531-8850 **Booth #1114**

jeTECH DATA SYSTEMS, INC. has been supplying labor management and data collection applications and hardware since 1983. These applications include time and attendance, shopfloor control and security access for the healthcare, manufacturing and government industries. All jeTECH applications are written in INFORMIX- 4GL and are CASE developed.

JYACC

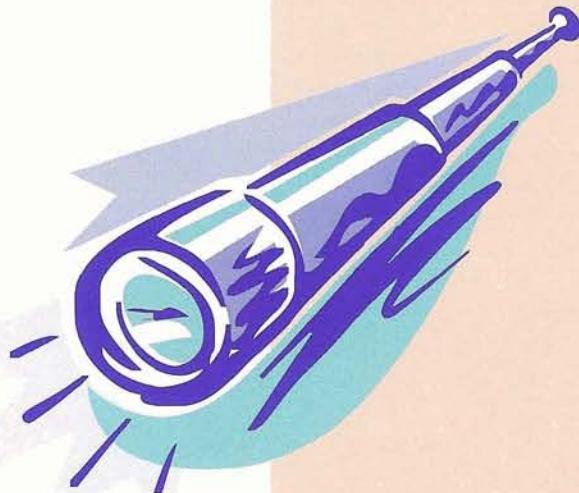
116 John St., 20th floor
New York, NY 10038
Ph: (212) 267-7722
Fx: (212) 608-6753 **Booth #1026**

JAM from JYACC is the leading distributed application development toolset offering rapid, royalty-free development of portable, scalable and interoperable applications. JAM runs on over 100 hardware platforms, 10 operating systems and multiple presentation environments including Microsoft Windows, Motif, Open Look and character mode. JAM provides open SQL database access to over 20 databases including Informix, Oracle, Sybase, Ingres and Progress while offering complete support for each database's extended features such as stored procedures, triggers, remote procedure calls, BLOBs and event alerters. JAM's feature-rich authoring environment includes a powerful WYSIWYG screen editor, over 100 built-in edits and validations for incorporating application logic codelessly, an integrated data repository, an event-driven procedural language, and documentation and configuration utilities.

KnowledgeWare, Inc.

3340 Peachtree Rd. NE
Atlanta, GA 30326
Ph: (404) 231-8575
Fx: (404) 364-0267 **Booth #514**

KnowledgeWare, Inc. is the market leader in providing a range of application development tools, training, methodologies and professional services for client/server, mid-range and mainframe environments. The company develops and markets ObjectView, a powerful development tool for rapidly creating client/server applications that access multiple databases; Flashpoint, a Windows-based tool for quickly creating new graphical user interfaces for existing legacy applications; and the Application Development Workbench, an industry-leading solution for application development in an integrated CASE environment.



Logic Works, Inc.

214 Carnegie Center, Suite 112
 Princeton, NJ 08540
 Ph: (800) 783-7946
 Fx: (609) 243-9192 **Booth #1124**

Logic Works' ERwin database design tools—ERwin/ERX from Logic Works of Princeton, NJ is a powerful Windows-based graphic database design tool that reverse-engineers an entity-relationship logical diagram from your SQL database. You edit your logical model graphically and ERwin/ERX automatically implements the changes by generating appropriate SQL code for Informix or most other SQL relational databases. Supports triggers, domains, defaults, DDE reporting, etc.

Micro Focus

2465 E. Bayshore Rd.
 Palo Alto, CA 94303
 Ph: (415) 856-4161
 Fx: (415) 856-6134 **Booth #328**

Micro Focus is demonstrating Micro Focus COBOL and toolbox for UNIX. Used along with INFORMIX-ESQL/COBOL and INFORMIX-SE database, developers can embed SQL syntax directly into an application for file and database access. Testing and debugging will be performed by the Micro Focus animator.

MicroStrategy, Inc.

One Christina Centre, Suite 1002
 Wilmington, DE 19801
 Ph: (302) 427-8800
 Fx: (302) 427-8810 **Booth #1032**

MicroStrategy provides a full complement of executive information system and decision support system products and consulting services. We specialize in the development of business, financial, and market analysis applications that integrate local and mainframe databases, graphical clients, spreadsheets and multidimensional modeling engines. MicroStrategy has a world-class team of Informix HyperScript programmers, with over 100 man-years of experience in the development of multiplatform, open decision support applications for executives. The firm has extensive experience in the retail, utilities, pharmaceuticals, chemicals, and manufacturing industries.

Natural Language, Inc.

2910 Seventh St.
 Berkeley, CA 94710
 Ph: (510) 841-3500
 Fx: (510) 841-3628 **Booth #425**

Natural Language™ (version 5.2) allows users to access information in their Informix database by entering queries in conversational English, without concern for complex database structure or special syntax. Now available for Microsoft Windows, NL generates optimized SQL code, sends it to the database for processing, and then presents the data.

NCR

1700 S. Patterson Blvd.
 Dayton, OH 45479
 Ph: (513) 445-5000 **Booth #426**

The NCR booth will be a focus on partnerships with Informix and NCR Informix Software Partners. Demonstrations of horizontal applications will be provided by strategic NCR Partners utilizing versions of the NCR System 3000.

NexGen SI, Inc.

30 Corporate Park, Suite 307
 Irvine, CA 92714
 Ph: (714) 727-2491
 Fx: (714) 476-0201 **Booth #432**

NexGen is a multinational software consulting and development organization focusing on client/server technology transitions. We are recognized as one of the largest consulting and development organizations focusing on Informix in North America. Our focus on Informix products has provided us with unparalleled expertise. Our customers include both Informix VARs and end users. Our services range from focused contracting to full life cycle fixed bid project development.

ONLINE Software Labs

1901 East Sampson Ave.
 Corona, CA 91719
 Ph: (909) 278-8896
 Fx: (909) 278-4548 **Booth #1118**

ONLINE Software Labs develops DMACS™, a feature-rich, 26-module, enterprise-planning, control and execution system for distribution and manufacturing organizations. DMAC's design is based on the client/server model for multi-company/division/site and single-site networks. On-line transactions utilize a multiwindow, point-and-click interface.

Open Systems Today (CMP)

600 Community Dr.
 Manhasset, NY 11030
 Ph: (516) 562-5000
 Fx: (516) 562-5466 **Booth #808**

The newspaper of UNIX and interoperable computing—Open Systems Today is the only publication delivering targeted information about hardware and software, issues and technologies, to information engineers who buy, build, deploy, and maintain client/server solutions in an open systems environment. Read by 100% qualified volume buyers of open computing solutions.

OpenConnect Systems, Inc.

2711 LBJ Freeway
 Dallas, TX 75234
 Ph: (214) 484-5200
 Fx: (325) 888-0688 **Booth #632**

OpenConnect Systems, Inc. provides a full line of internet-working products and services which includes SNA to TCP/IP gateways, terminal emulators and host-based applications. OCS provides a unique SQL gateway which transparently joins Informix databases to IBM host-based DB2 databases.

OpenVision

7133 Koll Center Pkwy.
Pleasanton, CA 94566
Ph: (510) 426-6400
Fx: (510) 426-6486 **Booth #1120**

OpenVision is the only company designed and built to solve the challenges of systems management for open client server computing. OpenV*O/PSS is truly unified family architecture for open systems management in the four essential disciplines of operations, performance, storage, and security.

Pacific Genesys Development, Inc.

Sales & Marketing
471 Cypress Ave.
Moss Beach, CA 94038
Ph: (415) 728-4199
Fx: (415) 728-4198 **Booth #533**

Have you thought about the problem of merging computer generated forms with computer output? Now with ReFORM you can create unique multipart forms for any application. You do not need to make changes to the application. ReFORM takes the standard output from any UNIX application, reformats it, merges it with a form template and distributes the resulting merge form to a printer or fax modem. Bar-codes are a snap! Send your data and tell ReFORM to do the work. Out come bar-codes. That's it!

Patrol Software, Inc.

100 Marine Pkwy., Suite #465
Redwood Shores, CA 94065
Ph: (415) 508-2900
Fx: (415) 591-6431s **Booth #1116**

PATROL is a desktop management and monitoring tool for system and database administrators. The graphical, point-and-click interface makes it easy to proactively manage many machines, databases and applications in a distributed environment. PATROL's open extendible framework features automatic alarming and recovery.

Powersoft Corporation

70 Blanchard Rd.
Burlington, MA 01803
Ph: (617) 229-2200
Fx: (617) 229-8104 **Booth #308**

Powersoft Corporation markets and sells PowerBuilder and the recently announced Powersoft Enterprise Series. This suite of powerful development tools, based on a universal object technology, provides corporatewide solutions for a range of application development needs and skill sets. The product family includes: Powerbuilder 3.0—the enterprise client/server development tool, PowerMaker—the personal client/server development tool, and PowerViewer—the personal client/server data access tool. Powersoft has also

established the client/server open development environment (CODE) strategy, delivering interoperable products and services to organizations that want to successfully build and deploy client/server applications.

Pyramid Technology Corp.

3860 North First St.
San Jose, CA 95134
Ph: (408) 428-9000
Fx: (408) 428-8320 **Booth #714**

Pyramid Technology develops, markets and supports UNIX-based high-availability transaction servers for data center environments. With its MIServer® family, Pyramid offers the technology, corporate focus and total solutions expertise to meet the demanding requirements of mission-critical business applications. Pyramid's open data center strategy provides high-performance, scalable hardware architecture and operating system, as well as tools that promote database integration, system administration, and high availability.

Q+E Software

5540 Centerview Drive #324
Raleigh, NC 27606
Ph: (919) 859-2220
Fx: (919) 859-9334 **Booth #1131**

Q+E Software is the leading supplier of products, technology, and services that provide database access for the client side of client/server computing. In 1992, the company was named one of America's top 500 fastest-growing private companies by *Inc. Magazine*. Microsoft, Computer Associates,

WordPerfect, IBM, Borland, Lotus, and most other major software publishers have licensed Q+E Software's multi-database technology. Founded in 1986, Q+E Software is a privately held company based in Raleigh, N.C. Q+E Software's European subsidiary is in Rotterdam, Holland.

Quintus Corporation

2100 Geng Rd. #101
Palo Alto, CA 94303
Ph: (415) 813-3800
Fx: (415) 494-7608 **Booth #1125**

Quintus CustomerQ, a Quintus WorkPro customer information solution, integrates customer support, call tracking, help desk and product defect tracking. Powerful query-by-example, ad-hoc reporting, solution matching and other capabilities empower users supporting customers, while capturing and making accessible critical information that enables businesses to identify customer needs and respond decisively.

Recognition International, Inc.

2701 E. Grauwyler Rd.
Irving, TX 75061
Ph: (214) 579-6000
Fx: (214) 579-6400 **Booth #408**

Plexus® software products by Recognition International Inc. provide organizations in paper- and data-intensive industries the ability to implement, maintain and evolve quality business processes. The software division will demonstrate an interactive workflow environment with its Plexus® FloWare™ software, as well as its XDP® software toolset and relational database management system, which provides powerful document image processing functionality.

Relevant Business Systems

3130 Crow Canyon Place, Suite 300
San Ramon, CA 94583
Ph: (510) 867-3830
Fx: (510) 867-3840

Booth #513

Relevant's INFIMACS is an easy to use, on-line, real time business management system (MRPII/ERP) for the manufacturing company. The modular design allows the system to be configured for either a discrete, job shop, or a combination of these environments. DOD requirements are also satisfied.

SAP America, Inc.

100 Stevens Dr.
Lester, PA 19113
Ph: (215) 521-4500
Fx: (215) 521-6290

Booth #508

SAP America, Inc. markets and supports integrated applications for a wide range of core business functions, including manufacturing and logistics, financial and cost accounting, sales and distribution, and human resources planning.

SAP's R/2 and R/3 systems provide solutions for mainframe and client/server architectures with the flexibility to address business needs on different hardware platforms. With SAP, customers can address specific functional needs with individual applications while laying the foundation for a single, enterprise-wide strategy. SAP software supports nine languages, virtually any currency and international accounting standards, tax codes, and legal requirements.

SAP America is a subsidiary of SAP AG, one of the world's leading software suppliers with over 2,300 customers worldwide.

SCO

400 Encinal St.
PO Box 1900
Santa Cruz, CA 95061
Ph: (408) 425-7222
Fx: (408) 458-4227

Booth #421

SCO is the world's leading supplier of open systems software for Intel 386/486/x systems that support all leading database platforms. SCO UNIX systems provide a cost-effective alternative for business management systems, departmental databases, point-of-sale systems, software development, LAN servers, and communication gateways.

Sequent Computer Systems

15450 S.W. Knoll Pkwy.
Beaverton, OR 97006-6063
Ph: (503) 626-5700
Fx: (503) 578-9890

Booth #922

Sequent Computer Systems is a leading provider of open-system computing solutions for commercial OLTP and decision support. Sequent sells and services the symmetric multiprocessing UNIX and Windows NT platforms. Since the launch of its multiprocessor family in 1984, Sequent has installed more than 4,500 systems worldwide.

SoftScribe, Inc.

7509 Nall, Suite 9
Prairie Village, KS 66208
Ph: (913) 649-2770
Fx: (913) 381-7429

Booth #314

SoftScribe, Inc. is a contract programming and software consulting firm specializing in graphical client/server solutions for Windows, Macintosh, and UNIX platforms. Involved with the HyperScript language since before its inception in 1989, SoftScribe is uniquely qualified to tap into the power of the new INFORMIX-HyperScript Tools product.

Soft-Tek International, Inc.

1999 N. Amidon #340
Wichita, KS 67203
Ph: (316) 838-7200
Fx: (316) 838-8789

Booth #409

Soft-Tek's GRAFSMAN provides a unique application interface allowing developers to quickly and easily add powerful graphics to their applications. Using GRAFSMAN, developers can provide a graphical report writer to complement their standard printed reports and allow users to retrieve data directly from their application which can then be turned to publication quality graphics. GRAFSMAN will plot datasets of unlimited size and is compatible with a wide range of hardware.

Software Development Group

6619 W. Mequon Rd.
Mequon, WI 53092
Ph: (414) 242-0818
Fx: (414) 242-0312

Booth #435

Specializing in productivity software, Software Development Group is the developer of ON!contact productivity software. Written in INFORMIX-4GL, ON!contact will help every manager or customer contact representative in your sales, marketing, telemarketing, and customer service departments step up to higher levels of productivity.

Software Interfaces

1300 Broadfield, Suite 660
Houston, TX 77084
Ph: (713) 492-0707
Fx: (713) 492-0725

Booth #1106

SQLASSIST is an enterprise-wide database access tool that allows users to build ad hoc queries, view query data, create reports and convert data to other decision support tools. SQLASSIST supports Informix and other RDBMSs, provides multiple GUI interfaces and runs on VAX/VMS, SUN OS, HP-UX, and IBM RS6000 operating systems.

Software Magazine

1900 W. Park Dr.
Westborough, MA 01581
Ph: (508) 366-2031
Fx: (508) 836-4732

Booth #1034

Software Magazine is written for corporate software managers concerned with central, departmental, and end-user software resources. Our readers buy and evaluate software for multiple computing platforms: networked mainframe and midrange hosts, servers, workstations, and PCs. Client/server is a platform for computing in which mainframes, servers and intelligent desktop machines all serve the enterprise information system.

Client/Server Computing covers emerging desktop, workgroup, and data center software products. Our goal is to guide readers in the selection of products and technologies that help meet their organization's changing management and economic priorities.

STRO-WARE

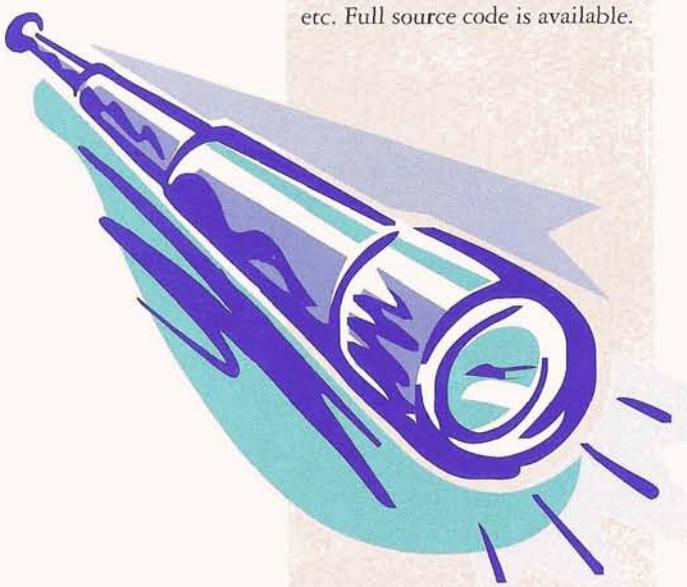
12000 W. Pico Blvd.,
Los Angeles, CA 90064
Ph: (800) 278-STRO
Fx: (310) 575-8992 **Booth #1134**

Stro-ware Inc. is the exclusive distributor of ClipSQL products which allow CA-Clipper versions 5.x to access SQL database engines. ClipSQL for Informix is the first client/server interface for CA-Clipper to make use of RDD technology. Stro-ware will be launching this new and innovative product at the conference.

Sun Microsystems

2550 Garcia Ave.
Mountain View, CA 94043-1100
Ph: (415) 336-0384
Fx: (415) 336-3535 **Booth #1008**

Sun is demonstrating hardware and software solutions that demonstrate how RISC/UNIX systems can be used to improve productivity through enterprise-wide rightsizing while taking full advantage of existing hardware. Sun's latest SPARCENTER 2000 and SPARC stations are being shown.



Symbol Technologies

116 Wilbur Pl.
Bohemia, NY 11716
Ph: (516) 244-4646
Fx: (516) 244-4680 **Booth #1014**

Symbol Technologies is the world's largest maker of barcode-based data capture systems. The company designs, manufactures and markets barcode reading systems, handheld computers and radio frequency products which are used as strategic building blocks in the technology infrastructure of business and industry.

Tecssys, Inc.

9305 Trans-Canada Hwy.
St. Laurent, QC Canada H4S 1V3
Ph: (514) 333-0000
Fx: (514) 337-0479 **Booth #914**

Tecssys is an international organization that focuses on the development of fully integrated, Informix-based modular applications suitable for mid to large or multi-site locations. Its Tecsys Elite Series currently include systems for wholesale distribution, accounting, manufacturing, programmer development, systems administration, route management, process costing, etc. Full source code is available.

The Technology Group

425 Jefferson Ave., Suite 812
Toledo, Ohio 43604
Ph: (410) 242-9228
Fx: (419) 242-7537 **Booth #327**

The Technology Group develops and markets EXCEL distribution and manufacturing software as well as TTG Application Generator. EXCEL provides superior functionality for large organizations. TTG Application Generator is a powerful development tool which generates header only, header-detail, zoom, and browse screens, along with functions.

Tricord Systems, Inc.

3750 Annapolis Lane
Plymouth, MN 55447
Ph: (612) 557-8462
Fx: (612) 557-8403 **Booth #1126**

Tricord Systems will be exhibiting its PowerFrame™ family of high-performance network SuperServers for LAN and client/server applications. Incorporating the latest Intel 486 technologies, the PowerFrame provides the mainframe-like processing power and the best price/performance ratio in the superservers market.

Uniface Corporation

1320 Harbor Bay Pkwy., Suite 100
Alameda, CA 94501-6556
Ph: (510) 748-6145
Fx: (510) 748-6150 **Booth #614**

Uniface is a cross-platform, client/server development environment. Its unique-schema architecture makes enterprise client/server applications easy to build and maintain, while the object-oriented extensions of its central application offer unprecedented productivity gains. In addition, a data-model driven development methodology ensures application interoperability across all major RDBMSs, operating systems, networks, CASE tools, GUI, and character interfaces.

Unisys

1 Unisys Pl.
M/S 4800
Detroit, MI 48232
Ph: (313) 972-7000
Fx: (313) 972-7749 **Booth #608**

The "Artistry of UNIX" ... Master the art of blending UNIX system solutions into successful business pictures with UNISYS. Create bold solutions with MAPPER CASE/4GL, the MAPPER RELATIONAL INTERFACE, and Unisys UNIX Open/OLTP. Mix in the new Unisys U6000/DT UnixWare Desktop with other leading-edge Unisys U6000 UNIX servers, blend with software from the Unisys Colleagues Software Plus CD, then finish your masterpiece with Informix. To paint these and other winning solutions...visit the Unisys booth.

Univel

2180 Fortune Drive
San Jose, CA 95131
Ph: (408) 729-2340
Fx: (408) 729-2332

Booth #507

UnixWare is a powerful 32-bit operating system designed for the NetWare computing environment. Engineered for use on industry-standard Intel 386 and 486 microcomputers, UnixWare provides a cost-effective applications platform for use in mission-critical business environments. UnixWare supports commercial and custom UNIX system applications written specifically for UnixWare, as well as those from System V, SCO XENIX, SCO UNIX, and ISC UNIX. With UnixWare, line-of-business data processing applications can be moved off the mainframe and entrusted to a NetWare network of distributed client and server systems.

UnixWorld Magazine

1900 O'Farrell St., 2nd Fl.
San Mateo, CA 94403-1311
Ph: (408) 513-6800
Fx: (415) 513-6895

Booth #1132

UnixWorld is a monthly magazine written for people who manage corporate IS, UNIX networks and systems and develop UNIX software. Topics

include features about the use of UNIX and other open systems to downsize and distribute applications. It also provides product review, case studies, industry news, profiles of people and companies, and technical tutorials.

VAR Business (CMP)

600 Community Dr.
Manhasset, NY 11030
Ph: (516) 562-5000
Fx: (516) 562-5466

Booth #808

VAR Business is the leading national magazine dedicated to helping VARs, developers, and integrators make product purchasing and business decisions. Today's business environment demands that resellers be able to evaluate new and emerging desktop products available for their customers. VAR Business provides a tailored perspective on which products, technologies and suppliers value-added companies should resell and recommend, and how these decisions affect the business of being a reseller.

Videomail, Inc.

568-4 Weddell Drive
Sunnyvale, CA 94089
Ph: (408) 747-0223
Fx: (408) 747-0225

Booth #414

All the photos on attendee badges for this show have been captured using Videomail's digital video hardware! Videomail will be demonstrating the VMC series full-motion digital video boards, the DigiTV series multimedia boards with built-in TV tuners, as well as the S-Motion Live Video Controller for SPARCstations.

Westmount

1555 Wilson Blvd., #300
Arlington, VA 22209
Ph: (703) 875-8799
Fx: (703) 527-5709

Booth #331

Westmount is a leading, internationally-operating software and professional services company dedicated to "Open I-Case" tools and true excellence in customer services and support. Westmount features ISEE, an integrated software engineering environment which enables customers to develop and implement flexible information systems that meet the competitive demands of today's information-driven society.

Windstar Corp.

475 Cochrane Dr., Suites 2&3
Markham, Ontario, Canada L3R 9R4
Ph: (416) 479-6621
Fx: (416) 479-6086

Booth #613

Since 1987, Windstar Corporation has been helping organizations design and implement flexible, integrated computer software solutions. We specialize in the development and on-going support of innovative financial software, code generation, and maintenance tools for the INFORMIX-4GL environment. Visit Windstar's booth 613 for more information and receive a free gift.

Wollongong Group, Inc.

1129 San Antonio
Palo Alto, CA 94303
Ph: (415) 962-7247
Fx: (415) 969-5547

Booth #316

The Wollongong Group, Inc., develops and markets Pathway, the company's integrated suite of TCP/IP and OSI products, which provides interoperability among standard computing platforms such as DOS, Windows, OS/2, Macintosh, UNIX and OpenVMS. PathWay products include: Runtime transport, API Developer's Tool Kit, Access Telnet/FTP, NFS, Messaging Services and Management Station.

Wyse Technology

3471 N. 1st St.
San Jose, CA 95143
Ph: (408) 473-1200
Fx: (408) 473-1212

Booth #532

Wyse Technology will feature high-performance open systems, including the five processor, Series 7000i Model 760MP. The 66MHz i486-based system, incorporating a true symmetric multiprocessing architecture, provides the scalable high-performance, expandability, and compatibility necessary for networked database products. It will be demonstrated with Microsoft's Windows NT and also runs UNIX. In addition to Wyse's terminals, i486-based uniprocessor systems will be shown running Informix with SCO UNIX. Wyse, in partnership with Double Click Imaging, will be providing Decision PCs for the conference photo registration.



Alvarez, Ron

Executive Director,
Latin American Operations
INFORMIX

Ron Alvarez is the executive director for Latin American operations. In this position he is responsible for all Informix activities in Latin America. This group is the fastest growing major organization at Informix with consistent growth rates exceeding 200%. Informix markets to Latin America through subsidiaries in Mexico and Brazil and through strategic partners in all other Latin American countries. Alvarez has been with Informix for 6 years. Prior to his current position, he was the Western Region Manager in the U.S.

Alvarez has 22 years of high-tech sales and marketing experience, beginning with the Xerox Corporation in Kansas City, Missouri, and then moving to the large systems disk and tape drive manufacturer, Storage Technology, where he held various sales and marketing positions ranging from sales representative to eastern region marketing manager based in New York City. Immediately prior to Informix, Ron was the New York City district manager for decision support systems provider, Metaphor Computer Systems.

Armour, Robin

Product Manager
MIDWEST SECURITIES
TRUST COMPANY

Robin Armour is responsible for the identification of new product/service opportunities. She is also responsible for every aspect of new product development including definition of product specifications, design, pricing, development of marketing strategies, training, and presentations to senior management and clients.

Armour develops and implements internal productivity improvement programs, as well as design performance measurement systems to quantify profitability, operating efficiency, user acceptance, and usage levels of new products.

Baker, Walter

Manager of Performance Engineering
INFORMIX

Walter Baker is manager of performance engineering at Informix, responsible for system-level performance characterization and tuning. He is chair of the TPC technical advisory board (TAB) and a member of the TPC steering committee. Prior to joining Informix, he was an OLTP benchmark architect at Hewlett-Packard. In that position he was responsible for developing and disclosing the

first TPC benchmark A results in the industry for HP's Commercial System Division and also the first UNIX TPC-A results in the industry for the general systems division. In addition, while at HP, he was the capacity planning and application/system performance specialist for HP's largest commercial account in the world.

Bennett, Robert

Vice President, Hotel Systems
MARRIOTT CORPORATION

As vice president of hotel systems for Marriott Hotels, Resorts and Suites, Bennett is responsible for the information systems now being deployed at the hotel properties worldwide and for the planning and research of new technology solutions.

Prior to the Marriott Corp., Bennett was vice president of information systems for Marriott's Courtyard and Fairfield Inn Lodging Products.

Before joining Marriott in 1988, Bennett spent 15 years with Hilton International overseeing Information Systems and Telecommunications.

Boudreaux, Jeff

Senior Marketing Representative
INFORMIX

Jeff Boudreaux has been marketing and selling Informix database technology for over six years. He is based in Chicago where he focuses on working with major corporate accounts and key Informix partners.

Bower, Ron

Director of Product Marketing
INFORMIX

When Ron Bower joined Informix in 1987 as director of MIS, he had 20+ years of industry related experience. He has also held the position of director of product development at Informix and is currently director of product marketing. Bower received his Bachelor of Science degree in Business Administration from the University of Kansas.

Bray, Maribeth

Technical Course Developer
INFORMIX

Maribeth Bray is a technical course developer in the education services group. In addition to her INFORMIX-4GL application development work, she has written INFORMIX-4GL courseware, and taught INFORMIX-4GL training courses.



Brereton, Peter

*VP of Marketing and Product Development
TECSYS, INC.*

Peter Brereton, vice president of marketing and product development, is one of the founders and owners of Tecsys, Inc. He has spent the last 10 years at Tecsys providing automation solutions for the manufacturing and wholesale distribution industry. His role at Tecsys is to spot the beginning of new trends in the industry and guide the development team to respond to those trends.

Briddell, Rich

*Lead Engineer
GTE*

Rich Briddell is currently the lead engineer in charge of developing a new multi-level secure historical database analysis system for the U.S. AirForce Air Mobility Command. This system, when fully operational, will provide on-line access for U.S. AirForce personnel conducting operational analysis and planning, tanker and airlift support, and financial reporting. This system will store upwards of 30 gigabytes of classified and unclassified historical operational data.

Rich is a twenty year veteran of the United States AirForce where he managed logistical operations.

Brill, Janet

*Computer System Engineer
INFORMIX*

Janet Brill has worked with Informix products for over 10 years. Her background includes database design, functional requirements analysis, full system integration, and system maintenance. Brill's current focus is INFORMIX-OnLine/Secure. She was directly responsible for coordinating the efforts necessary to begin the design analysis phase of NCSC evaluation. She has taught both internal and external classes on OnLine/Secure and currently works with developers building secure applications.

Brown, AJ

*Director of Servers and Connectivity Products
INFORMIX*

AJ Brown is director of servers and connectivity products for Informix, responsible for the strategic marketing and management of Informix's line of database servers and connectivity products. Before joining Informix, Brown held various management positions at Hewlett-Packard including research and development section manager for PC operating systems and project manager for distributed database products.

He also held an engineering position for General Electric Information Services and was a programmer/analyst for both Merrill Lynch and the University of Oregon Health Sciences Center. Brown received his Bachelor's degree in Computer Science from Oregon State University.

Cagan, Martin

*Vice President
CASEWARE*

Martin Cagan is the vice president of research and development at CaseWare. He has been designing, implementing and managing commercial UNIX-based software development tool products for over 12 years. Prior to joining CaseWare in 1991, Cagan worked for Hewlett Packard and IDE.

Carpino, Pete

*Client Services Project Manager
INFORMIX*

Pete Carpino is a project manager with the Informix client services organization and specializes in managing large application development efforts using INFORMIX-4GL. Recent development projects Carpino has worked on include Marriott Hotels, Hyatt Hotels, and Motorola.

Chang, Tony

*Senior Software Engineer
CASEWARE*

Tony Chang is a senior software engineer at CaseWare, specializing in providing an object-oriented data model for the CaseWare/CM software configuration management system, implemented on top of Informix database technology.

Christensen, Paul

*Systems Engineer
INFORMIX*

Paul Christensen specializes in human interface design for graphical environments, with 12 years experience in software design and over four years working with the HyperScript language. During his three years with Informix, he has worked with the Wingz and HyperScript development staff, co-authored the Wingz HyperScript training class, written the Wingz interface to TechGnosis' Sequelink, and helped to develop numerous Informix database front-end applications for Fortune-100 companies using HyperScript. Most recently, Christensen was part of the development team for INFORMIX-HyperScript Tools and Wingz 2.0.

Cielsa, Larry

Member of Technical Staff
AT&T NETWORK SYSTEMS

Larry Cielsa is a technical team leader for the AT&T E-911 FR/DBMS project. Cielsa is a member of the technical staff with AT&T Network Systems with 23 years of service. He is an electrical engineer with many years of experience with electronic circuit design, microprocessor and mini-computer programming, C language programming, and relational database design. Cielsa has six years of experience with Informix products, including INFORMIX-SQL and INFORMIX-4GL.

Cole, Jeff

Manager, Product Development
INFORMIX

Jeff Cole holds a degree in computer science and has worked in the research and development database kernel group at Informix for the past six years, holding the position of manager for the past three years. Cole has participated in product development activities for each release of INFORMIX-OnLine since 1987.

Conn, Thomas

Director
SYSTEMS MIGRATION, INC.

Thomas Conn has over 12 years of experience in marketing computer systems to the business world. His last ten years were spent as a sales representative for Hewlett Packard in industries that include manufacturing, distribution, law and insurance. Conn joined Systems Migration in early 1992.

Curtis, Richard B.

Vice President, Quality and Standards
INFORMIX

Richard B. Curtis is the vice president of quality and standards for Informix. In this role, he is responsible for developing the company's total quality management system and for coordinating Informix activities among the various standards agencies and industrial consortia.

Prior to this position, he was vice president of DBMS product development. He has been with the company for seven years in a number of product management and product development positions.

Before joining Informix, Curtis was President of Aerolithos, Inc., an energy efficiency consulting firm he founded. He also served as staff scientist in the energy efficient buildings program at Lawrence Berkeley Laboratory in Berkeley, CA.

Curtis has a B.A. in Physics from Harvard College and an M.S. in Physics and a Ph.D. in Theoretical Physics from the University of Illinois.

Danziger, Abe

Client Services Project Manager
INFORMIX

Abe Danziger is a project manager with the client services organization and specializes in accounts with large volume databases and unique requirements. His involvement ranges from system architecture to database and application design.

Danziger, Elliot

Client Services Project Manager
INFORMIX

Elliot Danziger has 12 years of industry experience in UNIX & DBMS systems analysis, applications development and systems internals.

de Jong, Harry

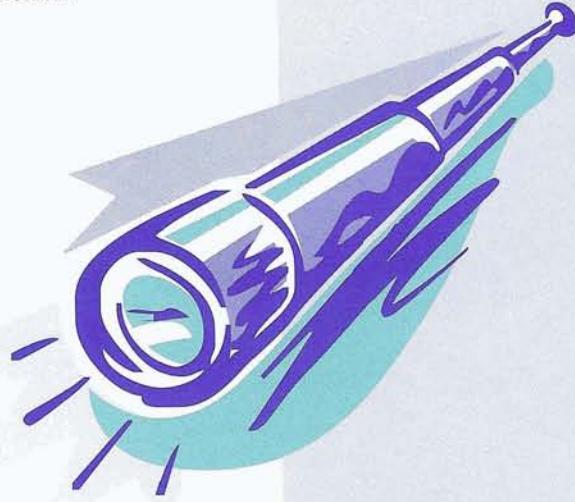
Information Manager
AIC CORRECT GROUP B.V.

Harry de Jong is information manager at the AIC Correct Group B.V., a Dutch retailer of consumer and business electronics. He has performed an extensive review of hardware and software solutions for fault-tolerant, on-line transaction processing in distributed environments.

Dolan, Steve

Director, Marketing
ASIA/PACIFIC INFORMIX

Steve Dolan has been in the computer industry for 15 years. He has worked for DBMS and tools vendors since 1982. In his present position as regional marketing manager, Dolan is responsible for marketing communications, product marketing, and channels marketing for the Asia/Pacific region.



Dowling, Cindy Lee

*Course Developer/Instructor
INFORMIX*

Cindy Lee Dowling has been with Informix for three years. She started as a pre-sales systems engineer, and then went into technical consulting. She has worked at large accounts including Northern Telecom, Hyatt, and Wal-Mart. Dowling is currently a course developer and technical trainer in Menlo Park.

Prior to working with Informix, Dowling worked in MIS for six years as an Informix user and taught at the University of Kentucky.

Dynkowsky, John

*Manager of Emerging Technology
MIDWEST SECURITIES TRUST CO.*

John Dynkowsky has been manager of emerging technology at Midwest Securities Trust Company, a wholly owned subsidiary of the Midwest Stock Exchange in Chicago, for the past two years.

Dynkowsky's main responsibilities include implementing client/server technology in the organization, developing distributed business applications using UNIX and Informix, developing a strategic plan for a communications/data network for the year 2000, and implementing standardized communications software.

Prior to his position as manager of emerging technology, Dynkowsky was manager of the information center at Midwest Securities Trust Company for two years. His experience also includes 12 years with Kraft General Foods.

Dynkowsky has had various positions in development of mainframe business application software and logical and physical database design, as well as various positions in end user computing.

Edwards, Ken

*Senior Vice President
AMERICAN SOFTWARE USA, INC.*

Ken Edwards is senior vice president at American Software USA, Inc., a leading provider of Purchasing and Materials Management Software to the Fortune 2000 marketplace. Prior to working at American Software, Edwards worked at Price Waterhouse in the implementation of several large procurement management systems for Fortune 2000 companies in the utilities, consumer products, and petroleum industries. He has conducted several evalua-

tions of a variety of purchasing software available in the marketplace prior to joining American Software, where he is now responsible for the design and development of their procurement management products. One of his previous projects included the implementation of a purchasing and inventory management system at The Port Authority of New York in New Jersey.

Edwards has also been a frequent speaker at CASE and Software User Groups, as well as at industry trade associations. He holds a Masters and Bachelors degree in accounting information systems from the University of West Florida.

Eurick, Laurie J.

*Director, New Business Development
AT&T NETWORK SYSTEMS*

Laurie J. Eurick has been with AT&T network systems for over 15 years. Most of her career has been with AT&T network systems, although she has also been a member of the AT&T federal systems and NCR organizations. Eurick is presently with AT&T network systems leading a group responsible for the deployment of a new system throughout AT&T that is downsizing AT&T financial systems from a mainframe environment to a UNIX platform that tracks budget/financial results at an activity and project level.

Eurick has a B.S. in Economics from Belmont Abbey College and completed her M.B.A. studies at the University of North Carolina.

Fauth, Donald

*Data Processing Manager
REYNOLDS METALS, INC.*

Currently, Fauth is the automation manager for Reynolds Metals construction products division which includes four plants, 43 residential wholesale warehouses and two distribution centers for this Fortune 100 company. A major Informix project includes the installation of 43 IBM RISC 6000 computers using the TECSYS Elite package. Prior to this position he managed the implementation of mainframe order entry, inventory control, and the accounting systems at Reynolds. He has been with Reynolds for nine years. Also, he worked as an auditor for the state of Virginia. He earned his B.S. in Information Systems from Virginia Commonwealth University.

Finkelstein, Richard

President

PERFORMANCE COMPUTING, INC.

Performance Computing is a Chicago-based consulting firm offering strategic planning, application development, and training services in the areas of database management and client/server development. Finkelstein has over 20 years experience with database management systems and is a former vice president with Codd and Date Consulting. In addition to his consulting, he writes for many major computer publications including Computerworld, Network World, Database Programming and Design, and DBMS Magazine and is technical editor of Database Review.

Foley, Joseph

Director

SYSTEMS MIGRATION, INC.

Joseph Foley is co-founder of Systems Migration, Inc. (SMI). Foley's IS career began over 20 years ago in the IBM 360 environment and includes a wide variety of programming and support positions. He first became familiar with relational DBMS technology through the Britton-Lee Database Engine. Foley left a position as IS director for a division of Northern Telecom in the early 80's and co-founded Real-Life

Technologies, who designed and developed a database tuned for high volume ad-hoc queries of the type found in Fortune 500 marketing applications. In the late 80's, Foley co-founded Super Solutions, Inc., as a resource to large companies to help them migrate to an open systems environment. Foley provided the design for many migrations, including G. Helleman and Lend Lease Trucking.

Forreider, Mark

Systems Engineer

INFORMIX

Mark Forreider has been with Informix for three years and has five years experience with UNIX. He is a systems engineer based out of the Detroit office of Informix.

Fried, Jeff

Senior Software Development Engineer

INFORMIX

Jeff Fried has a Bachelor's degree from the Department of Applied Physics and Information Sciences at the University of California, San Diego. Jeff has been a member of the Informix servers and connectivity development team for three years. The focus of his work has been on the SQL Optimizer. Prior to working at Informix, Jeff was a developer of the 3GL & 4GL environments at Cullinet and Ingres.

Gampel, Laurent*Director, Market Development & Planning
EUROPE/MIDDLE EAST/AFRICA
INFORMIX*

Laurent Gampel is director, market development & planning, Europe/Middle East/Africa for Informix. Prior to his current position at Informix, Gampel held the position of country manager with Informix France.

In the 1980's, Gampel was founder and general manager of a leading UNIX software development company in the French market which was later sold to AT&T.

Gampel has a special Mathematics and Physics degree, as well as an Engineering diploma in Computer Sciences, both of which he completed in Paris, France. He also has a Ph.D. in Computer Sciences from UCLA.

Ganguly, Don*Executive Vice President
NEXGEN SI, INC.*

Don Ganguly is executive vice president and co-founder of NexGen SI, a multinational professional services organization focusing on client/server technology transitions. NexGen clients include companies such as Wal-Mart Stores, TransAmerica and

Hewlett-Packard. Ganguly has a B.S. in metallurgical engineering from Illinois Institute of Technology and a M.B.A. from The Wharton School of Business. He held several executive positions in the high technology industry including director of national sales and marketing of manufacturing systems with MAI Basic Four, and vice president and general manager with Inc. 500 developer, Bluebird System.

Gold, Alan*Director, Strategic Marketing
SYMBOL TECHNOLOGIES, INC.*

Alan Gold is director, strategic marketing for Symbol Technologies, the world leader in bar-code data capture systems. His primary focus is in the integration of Symbol's on-the-move computing, scanning, and RF technologies into "main-stream" computing environments. He has also helped Symbol to take a leadership role in the creation of strategic business alliances to leverage these important technology building blocks.

He is a regular contributor to a number of industry and trade publications and is a frequent speaker at various industry and market events.

Golden, Bernard

Director, Product Development
INFORMIX

Bernard Golden is director of product development for connectivity and alternate technologies, which encompass connectivity and database getaways, as well as the NetWare and Windows product sets. He previously held the position of program manager for UNIX products. While serving in that position, he was responsible for the Informix 4.0 server release, as well as the industry's first implementation of the XA (Distributed Transaction Processing) specification. Prior to joining Informix, Golden worked in the information systems organization at Pacific Bell, where he worked on distributed UNIX applications systems.

Graham, Howard

Senior Vice President & CFO
INFORMIX

Howard Graham is senior vice president and chief financial officer of Informix. Before joining Informix, Graham was senior vice president of finance and administration for Wyse Technology, Inc. Prior to that, he spent 15 years with Zenith Electronics, most recently as vice president of finance and chief financial officer.

Graham received his Bachelor's degree in administration from Carnegie Mellon University and holds an M.B.A. from the University of Chicago.

Griffin, Dan

Branch Manager
INFORMIX

This past year, Dan Griffin joined informix as branch manager in the Minneapolis sales office. Prior to Informix, he was selling for JD Edwards. Griffin has also held various sales and management positions with Cullinet Software.

Hedge, Bill

Product Marketing Manager
INFORMIX

Bill Hedge has worked at many assignments within Informix Software since its founding in 1980. These include his development work on the ACE report writing language, the application language library, and the INFORMIX-4GL/RF products. Bill was the founding manager of the Informix consulting organization focused on helping developers build better

INFORMIX-4GL applications. He now is INFORMIX-4GL's product marketing manager applying what he learned while using 4GL in the field to improve the product.

Hendrickson, Jim

Vice President, Customer Services
INFORMIX

Jim Hendrickson joined Informix in July 1992. Prior to Informix, he was vice president, marketing and sales for Image Business Systems. IBS develops and markets document image management software for client/server systems.

Hendrickson co-founded International Customer Solutions in 1988. He served as director and executive vice president for product development. ICS developed and marketed application software for mid-sized wholesale distribution and retail firms.

Hendrickson also spent 21 years with IBM, holding positions in sales, marketing and technical support. His last position was director, national marketing and technical support. He led an organization that provided in-bound customer support for IBM's PC, mid-sized, LAN and office products.

Hendrickson holds a B.S.M.E. from Stanford and an M.B.A. from UCLA.

Herbach, Martin

Chief Architect for Tools
INFORMIX

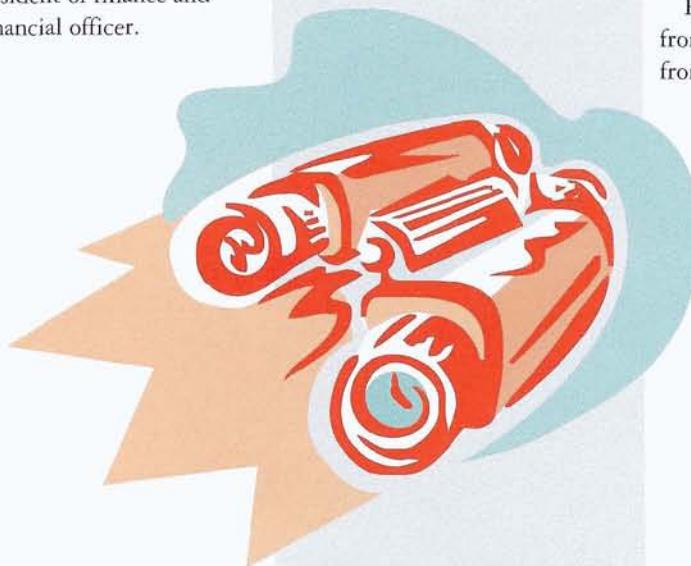
Before joining Informix in 1990, Herbach was vice president of the microcomputer products division of Computer Associates. A software developer since 1965, Herbach was responsible for Control Data Corporation's record-setting 6600/7600 Fortran Extended compiler in the 1970's and a successful early spreadsheet, SuperCalc, in the 1980's.

Herbach's chief current interest is the improvement of facilities for the development and deployment of distributed applications.

Hinrichs, Scott

Senior Project Marketing Engineer
INFORMIX

Scott Hinrichs is a 1982 graduate of the University of Nebraska School of Business Administration. Scott came to Informix in 1988 and worked as a technical support engineer for over four years where he excelled in supporting our end-user information access tools. He moved to product marketing as a senior product marketing engineer in 1992 and is now responsible for designing and developing product demonstration software for HyperScript Tools, INFORMIX-ViewPoint, and INFORMIX-DBA.



Hoffmann, Dick

Manager,
VAR & Systems Integrator Marketing
INFORMIX

Dick Hoffmann is the Americas channel marketing manager and is responsible for all programs in support of Informix Value-Added Partners. Hoffman is a computer industry channel specialist with over ten years of related channel experience. His unique variety of channel perspectives come from his roles in the reseller channels, as a hardware vendor, and as a software vendor. For three-and-a-half years he worked as a senior marketing manager for AST Research where he developed the hardware company's first channel marketing department. Prior to AST, Hoffman served for six years in various sales and marketing roles as a computer reseller, most notably for four years with Inacomp Computer Centers.

Horak, Chris

Manager, International Programs
INFORMIX

Chris Horak received a B.S. in technical translation for the German, English and Spanish Languages in 1984 and since then has specialized in computer software internationalization and localization.

Having built a successful localization consulting team in Munich, Germany, Horak joined Informix in 1990 to head the international development organization responsible for localization and release of all Informix office automation products.

As manager of international programs, Horak is currently responsible for championing the Informix internationalization initiative and for defining world-ready products in cooperation with Informix Development Centers worldwide.

Horak is also the official independent software vendor representative to the X/Open Standards working group dealing with internationalization.

Jeske, Mark

Owner
BREAKAWAY TECHNOLOGY

Mark is the owner of Breakaway Technology, a company providing tools and services for open systems with a focus on Informix database products. Prior to Breakaway Technologies, Jeske was an employee of Informix Software.

**Johnson, Rodger L.**

President and CEO
BROCK CONTROL SYSTEMS, INC.

Rodger Johnson possesses the unique ability to merge the strengths of the well established corporate environment with those of a dynamic, entrepreneurial organization to create a balanced, aggressive business development strategy. Prior to joining Brock in 1987, Johnson was President and CEO of an Atlanta-based financial software firm. Johnson also spent 13 years with AT&T in a senior management position. Johnson has an executive M.B.A. degree and has also completed key courses at Columbia and Rutgers University.

Judd, Martyn

Director, Development Center Asia/Pacific
INFORMIX

Martyn Judd is the director of the Informix Asia/Pacific development center, based in Singapore. He has wide experience in building software products for deployment across many diverse platforms, geographies, and languages.

With particular interest in the challenges of adapting products to many different cultures in a systematic and efficient manner, he is part of the Informix team working on continuing the progress of internationalization.

Judd is a graduate of Imperial College, London, and has worked in various software development and systems engineering roles in the U.S., Europe, and the Far East.

Kastner, Peter S.

Vice President
ABERDEEN GROUP, INC.

Peter S. Kastner is responsible for Aberdeen's commercial computing practice. He is one of the industry's leading analysts of trends in on-line transaction processing (OLTP), client/server architecture, distributed commercial systems development, and debit/credit benchmark auditing and analysis. He has authored a number of studies for the Aberdeen Group on a variety of issues including open systems, OLTP hardware suppliers, and evaluating microcomputers. He has an active practice in TPC benchmarking.

Kelley, Gary

Chief Architect for Servers
INFORMIX

Gary Kelley has 18 years of experience in operating systems and DBMS design and implementation. Prior to working at Informix, Kelley worked with companies such as Data General, Tandem, and Sequent.

Kelley has been with Informix for three years as a project leader/architect for several portions of upcoming server releases. He is also the founder of the Informix Portland research and development facility.

Kilker, Bob

*Senior Marketing Representative
INFORMIX*

Bob Kilker is a senior account manager at Informix. He joined Informix this year and has been focusing on major accounts such as Marriott, NASD, and T. Rowe Price, as well as developing new business partnerships in the Maryland/Washington D.C. area.

Before joining Informix, Kilker spent seven years at Hewlett-Packard as a major account sales manager and two years at Dun & Bradstreet Software as a major account application specialist focusing on corporate mainframe systems requirements.

Kosenko, Dave

*Client Services Project Manager
INFORMIX*

Dave Kosenko has been with Informix for five years. During that time, Kosenko has worked as a consultant, trainer, training developer and performance specialist. He is currently part of the OEM client services group and is responsible for tuning the performance of INFORMIX-OnLine, concentrating on real world customer benchmarks.

Kumar, Dinesh

*Systems Engineer
INFORMIX*

Dinesh Kumar is a systems engineer at Informix in New Jersey. He is currently involved with many projects in the network systems, wireless systems, and federal systems groups of AT&T and NCR. The applications vary from network management and routing to order entry systems. He has over 10 years experience in database and information technology. Prior to joining Informix, Kumar worked as IS specialist at Unisys for over five years. In this capacity at Unisys, he worked on mainframes, UNIX, Novell and PC's in an enterprise-wide network. He has a Master of Science degree in Computer Sciences from Rutgers University.

Kwok, Ling Gee

*Software Engineer
INFORMIX*

Ling Gee Kwok has been with Informix since 1988 and joined the SQL group in 1989. The projects he has worked on include declarative integrity constraints, triggers, and native language support.

Landry, Phil

*Account Manager
INFORMIX*

Phil Landry is the account manager for Disney Attractions, Inc. Landry recently joined Informix after successfully marketing mainframe/micro communications software to Fortune 500 accounts. He brings with him a knowledge of LU6.2 communications technology. Additionally, his successful sales background includes selling mainframe 4GL development tools, databases, and operations software to large IBM installations. He has successfully dealt with enterprise-wide connectivity issues facing multi-level distributed organizations as they look to re-engineer business applications to meet the needs of competing in today's marketplace.

Lang, Katherine

*Support Project Manager
INFORMIX*

Katherine Lang is a support project manager in the technical support department at Informix. In her current position, she ensures the supportability of new DOS, Windows, and NetWare products by participating in the product development cycle. She reviews documentation, acts as an internal beta test site, coordi-

nates support for external beta, and ensures that technical support engineers are well trained in new products. Lang has been with Informix technical support for two years. She has worked for seven years in the PC and LAN industry.

Levy, Martin

*Vice President, Software Development
DOUBLE CLICK IMAGING, INC.*

Martin Levy, co-founder of Double Click Imaging, manages software development and is the chief architect of the company's software products. Levy has over 11 years experience developing UNIX graphics software at such companies as AT&T Bell Laboratories, Parallax Graphics, and at Systems Engineering Corp., where he was head of the technical team that developed the first X-Server software incorporating imaging extensions.



SPEAKER PROFILES

Li, Nancy

*Product Line Marketing Manager
INFORMIX*

Nancy Li is the product marketing manager for the INFORMIX-4GL product family. A graduate of the University of California, Berkeley in mathematics, Li joined Informix six years ago. Since starting out as a technical support engineer in customer service, Li spent the next two years as an Informix consultant. An experienced INFORMIX-4GL programmer, Li was a major contributor in a number of strategic applications. Most recently, Li was the client services manager for Informix's northeast sales region, gaining further insight into the pre-sales, training and consulting requirements necessary to support large customer opportunities.

Look, Jack A.

*A.V.P. Team RS/6000
BETA SYSTEMS*

Jack Look is responsible for all Informix development projects at Beta Systems. Look is the key participant in developing an existing Informix system (KAPS) for Kemper Securities, Inc. on a Beta Systems IBM RISC System/6000 model 980.

Look worked on other RS/6000 based systems for three years from both the application and systems sides. He has previous experience in application development on IBM mainframe systems using MVS/CIES/VS COBOL II/DATACOM. Prior to joining Beta, Look worked for IBM and Kemper Financial in application development.

Lord, Peter

*Product Line Marketing Manager
INFORMIX*

Prior to joining Informix in 1990 as product manager for INFORMIX-ViewPoint and INFORMIX-DBA, Lord spent 10 years with Hewlett Packard in the product marketing of HP workstations. He is currently the product line manager for all graphical tools developed at Informix in Lenexa, KS. Lord received his B.S.E.E. from the Missouri Institute of Technology and his M.B.A. from Colorado State University.

Lucente, Stefano

*Sales Director, Italy
INFORMIX*

Stefano Lucente is the sales director for Informix Software S.P.A. Before he began at Informix in 1992, he served as the branch manager, strategic sales manager, and area manager for Siemens Nixdorf. Lucente has also worked at Database Informatica S.P.A., General Electric Information Services S.P.A., and Italsiel S.P.A.

MacDonald, Cheryl Stefan

*Senior Manager,
Strategic Alliances & Acquisitions
INFORMIX*

Cheryl Stefan MacDonald joined Informix in 1990 and is currently the manager of Informix's strategic alliances and acquisitions group. Macdonald founded Informix's InSync program for strategic third-party tool vendors and has most recently concentrated on establishing relationships with key client/server tool providers.

Prior to joining Informix, MacDonald spent six years with Interleaf, Inc. where she founded the Partners in Publishing Program and served in a variety of sales and marketing roles.

MacDonald has a B.A. degree from Boston College.

Macdonald, Bob

*Vice President Corporate Marketing
INFORMIX*

Bob Macdonald, vice president of corporate marketing for Informix, oversees the company's marketing communications functions.

Prior to this position, Macdonald served as executive director of strategic marketing, coordinating the efforts of marketing, sales, product development, public relations and advertising. He has also served as national sales manager for the company.

Macdonald received his Bachelor's degree in Business Administration from Principia College.

Maples, Mike

*Executive Vice President
of Worldwide Products Group
MICROSOFT*

Mike Maples oversees all product development and product marketing activities at Microsoft. Maples joined Microsoft in 1988 and has 28 years of experience in the computer industry. Before joining Microsoft he was director of software strategy for IBM Corporation. He is a graduate of Oklahoma University holding B.S.E.E. and M.B.A. degrees. He currently serves on the board of directors for the Information Technology Association of America (formerly ADAPSO), and the American Software Association.



McCann, Jim

*Client Services Project Manager
INFORMIX*

Jim McCann has been associated with the computer industry for the last 13 years and has expertise in applications development and relational database design. McCann has worked extensively with Informix products since 1983 and has been an Informix employee for the last two-and-a-half years. He has been working with secure products and clients for six months.

Miller, John

*Resolution Team Engineer
INFORMIX*

John Miller III joined Informix in February 1990. After several month's work on the support hotline, he moved into the advanced support group, pioneering many of the techniques and tools now commonly applied to solving down production systems problems. He has been heavily involved with support of INFORMIX-OnLine ever since, from the earliest design phase, to beta support, to coding bug fixes. Currently a resolution team engineer, he continues to specialize in solving the more "challenging" OnLine problems.

Miller, Vicki

*Consultant/Trainer
INFORMIX*

Vicki Miller holds a B.S. degree in Business Administration, Management Information Systems. She has spent 10 years in software design and development, and eight years in project management. Her development experience includes work with 3GLs, 4GLs and CASE tools. Miller has spent three-and-a-half years at Informix, with her primary focus on mission-critical applications using many of Informix's products.

Mills, Elaine

*Course Development/Instructor
INFORMIX*

Elaine Mills has been with Informix for six years. She is the author of *Developing Applications Using HyperScript Tools*, *Wingz Navigator*, *Wingz Commander*, *Beginning Wingz* and *Intermediate Wingz* courseware. She also co-authored the *Developing Applications Using Wingz HyperScript* training course.

Mitchell, Stephen

*Vice President, Worldwide Marketing
RECOGNITION INT'L, INC.*

Stephen Mitchell, vice president of worldwide marketing for the software division of Recognition International, Inc., was appointed in 1992. He is responsible for developing and implementing marketing strategies for the company's imaging and business process re-engineering software products. Mitchell has over 16 years of experience in the computer industry. At SHL Systemhouse Ltd., he held the position of vice president of sales and marketing. As a founding executive of Evernet Systems, Inc., Mitchell held the posts of vice president and general manager of the network services division, and also served as vice president of the company's western region. Mitchell attended the University of Washington.

Mueller, Carrie

*Technical Staff
HCIA*

Carrie Mueller is a member of the technical staff in data administration at HCIA in Ann Arbor Michigan. She first started working with relational databases at the University of Michigan in 1977. Since then, she has gained significant experience with relational design and data normalization. She has extensive knowledge in the design and manipulation of large health care databases.

Murray, Art

*Federal Program Manager
INFORMIX*

Art Murray is a federal program manager for Informix Software in Washington, DC, and is responsible for the management of large federal government opportunities, specifically the U.S. Army's RCAS project.

Prior to joining Informix in 1991, Murray held similar positions through the 1980's with Applied Data Research and AICorp working with the U.S. Department of Defense.

Murray started his career with Burroughs Corporation (now Unisys) and Prime Computer. Prior to Burroughs, Murray was an officer in the U.S. Army serving at Fort Knox, KY, and the First Infantry Division at Fort Riley with occasional assignments in Germany.

Murray received his Bachelor of Science degree from Marquette University.



SPEAKER PROFILES

Nelson, Mark

Software Engineer
AT&T NETWORK SYSTEMS

Mark Nelson has a B.S. degree in General Engineering from the University of Illinois at Urbana-Champaign. He is currently a software engineer for AT&T Network Systems working on enhanced 9-1-1 database systems. He is responsible for system design, development, and performance tuning of a 20 million row database application using INFORMIX-OnLine on a Sequent Symmetry 2000/450.

Nurse, Susan

Strategic Alliances Manager
INFORMIX

Susan Nurse is strategic alliances manager for Informix. She has been with Informix for more than eight years and has contributed strong marketing expertise over the years through a variety of product marketing, market development and strategic alliance roles.

Prior to joining Informix, Nurse built her marketing reputation with Datapoint and with Mohawk Data Sciences. She holds a Bachelors of Science degree in Computer Information Systems from Bentley College, Waltham, Mass.

Orr, William

Senior Product Marketing Manager
INFORMIX

William Orr has been with Informix for two years. He is responsible for environments within the tools group. Before joining Informix, Orr was with Apollo Computers & Hewlett Packard.

Percy, Tony

Vice President of the
Software Management Strategies Service
GARTNER GROUP

Prior to joining Gartner Group, Mr. Percy was vice president, strategy at Applied Data Research, Inc. Mr. Percy's area of specialization is development of product strategies primarily database and application development particularly in the areas of DB2, SQL standards, and object-oriented initiatives. He was a member of the Adapso Task Force working on architecture evaluation. Mr. Percy received his M.A. in Modern Languages from Christ Church, Oxford. In addition to his consulting, he writes for many major computer publications including Computerworld, Datamation, and CIO Journal.

Reed, Mike

Database Administrator
HCIA

Michael Reed has twelve years experience building systems on a variety of platforms under, MVS, UNIX, GCOS, VMS and Primos, primarily in health oriented organizations. He has served in both technical and managerial roles and is currently the DBA of HCIA's data. He holds a Bachelor's and a Master's degree from Michigan State University and Wayne State University.

Rende, Jonathan

Product Marketing Manager
INFORMIX

Jonathan Rende has been with Informix for two years. Prior to his career at Informix, he worked for a systems engineer on a US Air Force Satellite database. His background includes database bug identification and maintenance. Although Rende began his career at Informix in market research, he moved on to product marketing. His duties now include the marketing of such products as INFORMIX-4GL/RF.

Rexrode, Shirley Li

Product Marketing Manager
INFORMIX

Shirley Li Rexrode joined Informix eight years ago after receiving her B.A. in Computer Science from the University of California, San Diego. She has assumed various technical roles within the company including that of technical support engineer, consultant, intercontinental systems engineer, trainer, and servers and connectivity beta product specialist.

In 1990, she was transferred to Singapore to assist in the formation and management of the Informix Asia/Pacific headquarters. She later joined Jardine Information Systems, a distributor of Informix products in Hong Kong, for a year as professional services manager to build their operation.

In late 1992, she returned to Informix, Menlo Park, to assume the role of servers and connectivity product specialist within beta programs and is now product marketing manager for INFORMIX-OnLine, INFORMIX-SE, and C-ISAM.



Rodriguez, Gus
VAR Account Manager
INFORMIX

Gus Rodriguez has worked in sales for Informix for over six years. He began as a representative for inside sales at Informix, Menlo Park and then moved to Lenexa to manage the inside sales group. Rodriguez now holds the position of VAR account manager in Atlanta with a focus on developing existing VARs and on recruiting new targeted VAR business.

Saavedra, Alberto
Vice President of Marketing
UNIVERSAL SOFTWARE

Alberto Saavedra is the vice president of marketing for Universal Software, a Los Angeles based company that develops and markets Open RS/36, a complete migration solution for IBM System/36 users who want to re-host their applications on UNIX platforms.

Saavedra has held senior-level management positions with responsibilities ranging from research and development, information systems manager, and sales and marketing at Electronic Engineering of California, Hilton International, Automated Training Systems, Computer Lab International, and Fax Star.

Saavedra has authored and produced several courses for the IBM System/34/36/38 and the IBM PC. Al has also published articles in System/3X 400 Management, Midrange Computing, Midrange Systems, and AIX Age.

He holds a B.S. in Engineering Management from the U.S. Air Force Academy and an M.B.A. from Colorado State University.

Samson, Peter
Country Manager, Netherlands
INFORMIX

Peter Samson is Informix's country manager for the Netherlands. Previously, he worked for two years for Ross Systems. He also worked for seven years at Digital as the divisional sales manager in Holland.

Saylor, Michael J.
President & CEO
MICROSTRATEGY, INC.

Michael Saylor has extensive expertise in the conceptualization, design, technical implementation and operational deployment of decision support systems (DSS). He has led or participated in dozens of DSS engagements for Fortune 500 clients, acting in a variety of roles such as enterprise architect, application designer, project manager, and system developer. These projects have focused upon the integration of

client/server, information warehouse, distributed database, multi-dimensional modeling, numerical simulation, and graphical user interface technology. Prior to founding MicroStrategy, Saylor was a venture manager at E.I. du Pont de Nemours & Company, where he led their efforts to apply simulation, database, graphical user interface, and networking technology to the strategic planning process. Saylor graduated with highest honors from the Massachusetts Institute of Technology with degrees in Aeronautics & Astronautics (Space Systems) and Humanities (Science, Technology, & Society).

Schneider, Lynn
Course Development/Instructor
INFORMIX

Lynn Schneider is a course developer and instructor in the Informix education services group. In this role, Lynn developed technical training materials for the INFORMIX-TP/XA and INFORMIX-TP/ToolKit products. Lynn has over five years experience in the software industry and is a member of the Society for Technical Communication. Prior to joining Informix, Lynn was with Independence Technologies where she worked on the documentation team for their i-TRAN transaction monitor product.

Scholes, Shannon
Course Developer/Instructor
INFORMIX

Shannon Scholes is a technical course developer in the education services group. She has written the courseware for INFORMIX-ViewPoint and INFORMIX-DBA. Scholes has worked in the education services group for the last 2-plus years and also trains customers on Informix tools.

Scocco, Dr. Massimo
Consultant and Technical Support Manager
THE VATICAN

Dr. Massimo Scocco has held the position of consultant and technical support manager for the past eight years. Before that, he was the EDP Consultant and has also served as the base software group manager for SICIT in Padova. Earlier, he was the data communication manager for Cerved in Padova.

SPEAKER PROFILES

Shetler, Tim

Vice President of Product Marketing
INFORMIX

Tim Shetler is vice president of product marketing for Informix, responsible for the strategic planning and marketing of Informix's line of database technology products.

Before joining Informix, Shetler was a product manager for information management at Hewlett-Packard and before that, a senior consultant for Arthur Anderson and Co.

Shetler received his Bachelor's degree in marketing from Drake University and his Master's degree in business administration from Harvard Business School.

Silvestri, Dr. Giovanni

Project Manager
THE VATICAN

Dr. Giovanni Silvestri currently holds the position of project manager for the Conferenza Episcopale Italiana. Prior to that, he was the Italian Defense Department Consultant in Rome. Giovanni began as a communication software analyst and developer for Olivetti Systems and Networks.

Simcox, Peter

Senior Consultant
INFORMIX

Peter Simcox recently joined Informix Software as a senior consultant working out of the Mid-Atlantic region. He joins Informix from Data General Corporation where he was employed as a data management specialist in a national U.S. Technical Service group. Simcox has worked in the commercial UNIX industry over the past eight years, focusing on data management, high availability, and performance issues in recent years.

Slutsky, Alan

Senior Systems Engineer
INFORMIX

Alan Slutsky is a senior systems engineer based at Informix's New Jersey office. For the past three years he has been a part of the OEM group, working with IBM and the RISC System/6000. He has provided assistance to IBM on strategic customer benchmarks resulting in wins for Informix and IBM. Slutsky has also worked with the IBM benchmark lab to produce superior TPC numbers with Informix on the RISC System/6000.

Prior to joining Informix, Slutsky was a programmer/analyst at AT&T, where he spent 5 years developing Informix applications. He also created COBOL/VSAM applications prior to working with UNIX and Informix.

In the area of CICS/6000 expertise, Slutsky worked with the CICS developers in Hursley, England, to test the integration of INFORMIX-OnLine with CICS/6000. He has also assisted several strategic customers who are using pre-release versions of CICS/6000 with INFORMIX-OnLine.

Smith, Ron

Senior Programmer Analyst
WALT DISNEY COMPANY

Ron Smith is a senior programmer analyst with the Walt Disney Company. He has 10 years of experience developing computer information systems. As a member of the EuroDisney special projects team, he has worked on the development of mainframe and client/server applications.

Sohrab, Elham

Project Leader, Embedded Products Group
INFORMIX

Elham Sohrab is project leader for the embedded products group at Informix. Sohrab is the developer of the Call Level Interface product.



Spencer, Dave

*Program Manager
IBM CORPORATION*

During most of his 25 years with IBM, Dave Spencer has been working with customers on database and on-line transaction processing (OLTP) systems. He has managed a group responsible for the integration of database and OLTP software, as well as complex OLTP application design, including high performance and distributed (client/server) applications. Several years ago, Spencer became a program manager responsible for IBM's Open OLTP strategy. After completing this company wide effort, he assumed his current responsibilities which are two-fold: the support of IBM marketing and customers in designing open, client/server OLTP systems; and insuring the flow to development of related customer requirements.

Spencer received a B.S. degree from Washington & Lee University and has an M.S. degree from Columbia University's School of Engineering.

Spintzik, Hannes

*Senior Software Engineer
INFORMIX*

Hannes Spintzik is from Freiburg, Germany. He has a M.S.C.S. from the University Erlangen in Nuremberg, Germany. He has been with Informix since 1991 as a senior software engineer. Prior to working at Informix, Spintzik was also a senior software engineer with BIIN and Aptec, and a software engineer at Siemens. He has worked on operating system, file system, and server development.

Suffron, Nancy

*Consultant/Trainer
INFORMIX*

Nancy Suffron has been with Informix for five years based in Kansas City. Her most recent experience includes training and consulting with Wingz HyperScript, HyperScript Tools and Informix database products.

Suto, Liz

*Course Development/Instructor
INFORMIX*

Liz Suto develops internal and customer technical courses for the Informix database server products. Prior to working in course development, Suto was a consultant to Informix customers assisting with application development, database design, and INFORMIX-OnLine performance issues. She has been with Informix for over four years.

Taylor, Art

*Senior Client Services Engineer
INFORMIX*

Art Taylor has over eight years experience in the computer industry. For the majority of that time, he has worked with Informix products in a UNIX environment. Taylor has a Bachelors degree in Finance and a Masters degree in Management Information Systems. He has been with Informix for over two years as a consultant/trainer.

Tanyel, Cem

*Software Development Engineer
INFORMIX*

Cem Tanyel is a software development engineer in the servers and connectivity product development group. He has been with Informix for over a year. Prior to Informix, he was a graduate research assistant at the University of Maryland, College Park, where he got his M.Sc. in Computer Science. His research was based on distributed database architectures and spacial databases.

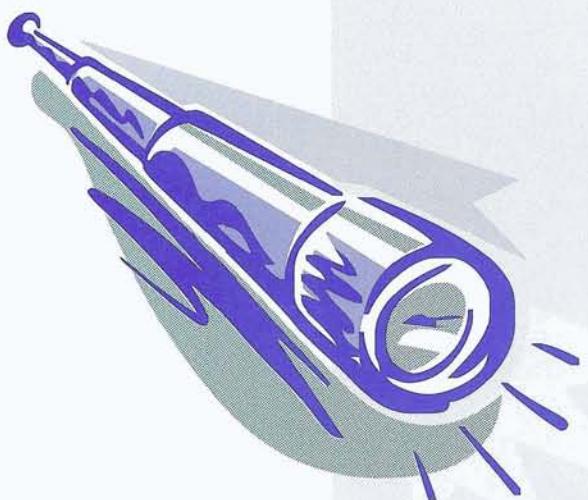


SPEAKER PROFILES

Tomassi, Pietro

*Industry Specialist
Manufacturing Solutions
INFORMIX*

Educated both in Italy and the U.S., Pietro Tomassi started his career in the computer field as a Captain in the Air Force where he was the project officer of a top secret space surveillance system. He came to Informix in January 1993 to help establish a strong Informix presence in the manufacturing industry. Tomassi has worked as a user and as an implementor of CIM solutions for several multinational U.S. and European corporations for 15 years. He has also recently worked as a marketing consultant for CIM solutions vendors. He has been an active member of APICS for over 12 years and his experience encompasses MRP, non-MRP, distribution and plant maintenance solutions in discrete, repetitive and process environments.



Tompkins, Charles

*Deputy Program Manager
U.S. ARMY*

Charles E. Tompkins, III, was appointed as deputy program manager, Reserve Component Automation System (RCAS) in 1988. Before joining RCAS, Tompkins practiced law in Fairfax, Virginia, where he opened his own law firm after retiring from the military.

Tompkins is a graduate of the Oklahoma City University School of Law. He has a Masters in Public Administration and a B.A. in Political Science from the University of Oklahoma.

During his extensive military career, he served in the office of the Assistant Secretary of Defense, commanded overseas, and taught nuclear and chemical weapons target analysis at the U.S. Army Field Artillery School.

Tompkins is licensed to practice before the Supreme Courts of Oklahoma and Virginia. He is a graduate of the National College of Advocacy and a member of the ABA and the American and Virginia Trial Lawyers Associations.

Wahl, Paul

*International Marketing Director
SAP*

Paul Wahl heads the R/3 Promotion Group at SAP headquarters in Walldorf, Germany. He was appointed international marketing director in 1992. Prior to this, Wahl held various positions with Nixdorf Computers for 10 years and served as director of European operations at Open Software Foundation.

Wai, Gilbert

*Vice President & General Manager,
Product Delivery Center
INFORMIX*

Gilbert Wai is vice president and general manager of the product delivery center for Informix, overseeing the worldwide delivery of Informix's entire line of database technology software.

Before joining Informix, Wai was the product manager for distributed relational database and transaction processing products at Tandem Computers. Prior to that he was a systems engineer at Control Data Corp.. Wai has been working with relational and distributed databases on workstations, mid-range, and mainframe systems for over a dozen years.

Wai received his Bachelor's degree in Electrical Engineering and Computer Science from the University of California at Berkeley.

White, Phil

*President, CEO, and Chairman of the Board
INFORMIX CORPORATION*

Phil White was recently selected by Financial World magazine as a 1993 CEO of the Year Industry Award winner and Entrepreneur of the Year at the Bay Area Entrepreneur of the Year awards sponsored in part by Ernst & Young and Inc. Magazine. He joined Informix in 1989 as CEO and became president a year later. In 1992 he was elected chairman of the board following Roger Sippl's departure. Before joining Informix, he was president of Wyse Technology, Inc., and vice president of sales and marketing at Altos Computer Systems. He also spent 15 years with IBM in a number of sales and marketing positions.

Willingham, Ann
Senior Software Engineer
INFORMIX

Ann Willingham is a senior software engineer with Informix Software. She has worked for Informix for nearly two years and has been in software engineering for 16 years.

Woolsoncroft, John M.
Director, Corporate Marketing
CONCEPTS DYNAMIC, INC.

John M. Woolsoncroft is the director of corporate marketing for Concepts Dynamic, Inc. He has been involved in the selling and marketing of information systems hardware, software, and services to major corporations for more than 13 years. Woolsoncroft holds a B.S. degree in Business Administration from the University of Illinois and an M.B.A. degree from the University of Chicago Graduate School of Business. He is a noted author and speaker on information technology and its application to business strategy. His insights on trends in tech

nology and marketing have appeared in publications such as Computerworld, Information Week, Sales and Marketing Management, Computer Reseller News, VARBusiness, and the Wall Street Journal.

York, Mitchell
Publisher, VARBUSINESS
CMP PUBLICATIONS, INC.

Mitchell York is publisher of VARBUSINESS, the leading national magazine for VARs, developers and integrators. With a subscriber base of 80,000 and total readership of over 350,000, VARBUSINESS is the only publication that integrates the value-added reseller's need for information on new products and technologies with their equally important requirement for assistance in managing their businesses more profitably.

York joined VARBUSINESS as publisher in 1992. Prior to that he was publisher of Systems & Network Integration, a newspaper aimed at the systems integrator market which was later merged into VARBUSINESS.

York has been with CMP Publications, Inc. which publishes VARBUSINESS and many other high technology publications. He started as a reporter for Computer Systems News and has held a number of reporting, editorial management and publishing positions in the company.

York is a graduate of Northwestern University.

Zauchenberger, Stefan
Product Manager
INFORMIX

After two years of working with an IBM VAR as a systems engineer, Stefan Zauchenberger joined Informix in 1987 as an associate brand manager. Since 1990, he has held the position of product manager for INFORMIX-HyperScript Tools and INFORMIX-Wingz. In this capacity, he has managed the conception, functional specifications, development, and release of both products.

He received his B.A. from the University of Kansas and his M.B.A. from the University of Missouri, Kansas City.

Zimmerman, Rod
Senior Manager
GRANT THORNTON

Rod Zimmerman is a senior manager in Grant Thornton's client/server technology consulting practice. Prior to joining Grant Thornton, Zimmerman was director of channel development at Gupta Corporation.



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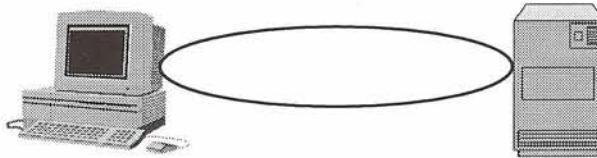
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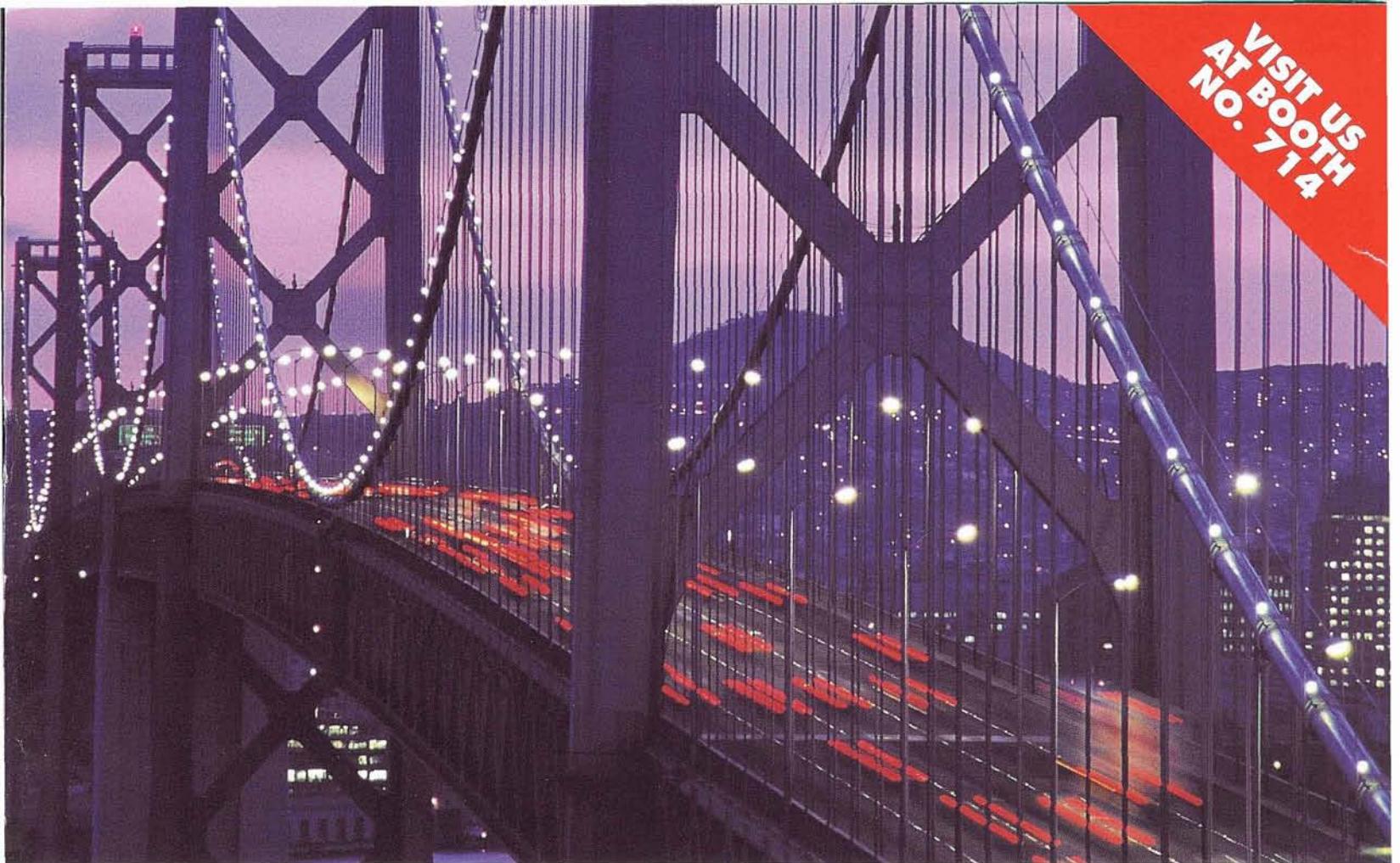
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