



SOLUTIONS



The MBS Newsletter to the International MultiValue Community

Volume 2005, Issue 5

December 2005



SEASONS GREETINGS AND UPDATE FROM MBS

As another year rapidly draws to a close, it is fitting to reflect on a very busy year from both a business growth perspective, and a setting of the foundation for the future point of view.

We proudly announced the 19th consecutive year of year-on-year year growth at the conclusion of our financial year...quite an achievement in the solutions delivery environment. In September we were appointed a distributor for the full Informix range of products from IBM, and most recently, and taking effect from 1st January 2006, MBS has been appointed as a Specialist Value Added Distributor for IBM's full range of Information Management Software. Interestingly, I have been asked already "Does this mean you are getting out of U2?", and my response is "Absolutely not. In fact, we are strengthening our commitment to our U2 customer and partner community and will now be able to bring significant additional product and capability to our partners and customers. This provides an excellent opportunity for the development of strategic partner alliances, and best of breed solutions". This is, however, a wonderful acknowledgement by IBM of our success and commitment to the growth and development of the partner community.

During the year, MBS was appointed as a distributor for U2 in Asia, and this appointment, combined with our earlier partnership with Azure in Malaysia, allows us to provide full coverage of Asia, Australia, and New Zealand for all U2 products.

We have added several new staff during the course of the year, including Bill Murphy, Chris Day and Jeff Ritchie in Sydney, along with Andy Redwood and David Rose in our Melbourne office, and Anastasia Patsakos in Queensland.

As an indication of our commitment to the U2 partner and customer community, we continue to provide product briefings, and updates in the form of Roadshows with the most recent, having just been completed this week. This latest series of briefings was presented in Sydney, Melbourne, Adelaide, and Perth.

2006 promises to be an exciting year with new opportunities for all, so please, if you are considering the challenges of database interoperability, web enablement, data warehousing, business intelligence, data reporting, structured or unstructured data management, please give us a call and we will make sure that we match your requirements with the appropriate partner or alliance so that you make managing your data easier. Remember.....DATA IS OUR BUSINESS. All the best for the festive period, and a really wonderful and safe New Year.

Cheers,

Brian Egan



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“MultiValue Swap Out to U2 Offer”

MBS and IBM are conducting a “MultiValue Swap Out to U2 Offer” until March 31, 2006. Aimed at customers of ISVs and Technology Partners who are currently utilising a MultiValue database in their software solutions, the campaign offers extremely attractive pricing for Workgroup, Server and Enterprise Edition licences, for orders placed during this period to migrate to U2 (UniVerse or UniData).

This is an ideal opportunity for non U2 MultiValue users to make the decision to migrate to:

- a software environment which provides many essential “add-ons” free of charge
- an open software platform, which integrates with java and Microsoft’s .NET
- a software environment for which IBM will continue to develop and enhance SB+
- a database platform supported by the world’s leading IT company (IBM)
- a database platform being enhanced with functionality from other IBM databases
- an environment which has a structured training and certification path
- an environment which offers wide access to certified support resources

If you would like further details about this campaign, please don’t hesitate to contact Andy Redwood on 03-95713111, or your Account Manager

MBS EXPANSION CONTINUES

MBS is pleased and proud to announce its recent appointment as the IBM U2 distributor for Asia. As a result of this appointment we have opened an office in Singapore and are actively seeking new Reseller Partners to grow this market place. For further information, contact Edwin Mair on +65 6322 0882, +614 3719 0066, or via edwin.mair@mbs.net.au



HOLIDAY TRADING HOURS



To ensure our continued service and support throughout the Christmas – New Year period, MBS’ offices will be closed on the following Public Holidays only:

Monday 26th December 2005
Tuesday 27th December 2005
Monday 2nd January 2006

Our normal trading hours will apply on all other working days.
Emergency support will be available by calling 1300 793 333

MBS Roadshow December 2005

MBS is pleased to report back on the success of the December U2 Roadshow. Susie Siegesmund (Director U2 IBM Information Management) and Chris Day (MBS Pre-Sales Technical Consultant) delivered updates and future directions for U2, together with information from the recent IBM Data Management Technical Conference in Florida.

A copy of Chris’ presentation can be found at www.mbs.net.au



NEW APPOINTMENTS

Bill Murphy has joined the MBS NSW office, in a maintenance and services program management role. Having come from PRISM, Bill has an extensive background in the U2 arena and in addition to being the primary face for all annuity business, Bill enjoys working with our reseller community, and looks forward to being able to assist them with new and existing programs.



Andy Redwood joins MBS in a market development role. Based in our Melbourne office, Andy will be responsible for the introduction of a range of new products. Andy is well known amongst the IBM partner community, following 15 years service with Aspect where he was involved in the development and management of strategic alliances. Andy has filled key roles such as Systems Integration Manager. and Project Manager with previous employers.



Jeff Ritchie has joined MBS NSW, in a consulting and technical development position. Jeff comes to MBS from PRISM, and is looking forward to working with our various clients, and providing solutions to their technical business requirements.

SB+ TECH TIP

Problem:

When running QRD or SMART.QUERY inside a SB+ application with output to Excel, it fails but it appears fine to the screen. Sometimes you get an error message "401 No Items Selected". The same error message happens when running TU.TO.EXCEL.

How can I fix this?

Solution:

This happens because SBClient is trying to establish a connection with Excel too soon, before the data was selected and available for transfer. You can edit the routine TU.TO.EXCEL that lives in the TUBP file. Add a line with SLEEP 3 at line 103 before the connection with Excel initiated. This will give SBClient time to establish the connection after having data available to transfer. Remember to recompile TU.TO.EXCEL after the change.

<http://www.ibm.com/isource/cgi-bin/goto?on=IMNL805J11>

AIX 5.3 utmp bug

Some MBS customers have reported an issue in AIX 5.3 where the utmp is not being cleared out correctly, and therefore the who command is also displaying incorrectly.

If you are experiencing this issue, please contact support@mbs.net.au, who will be able to assist in fixing this issue, and the updating of your system.

IBM Announcement

Effective December 31, 2005, IBM will withdraw from marketing the programs noted below:

- UniVerse 9.6 and below
- UniData 6.0 and below
- SB+ and SBClient 5.0 and below
- wIntegrate 5.1 and 5.0
- RedBack 4.0 and 3.5

Clients may obtain technical support and upgrade to the replacement product version at no charge if under a current maintenance contract. If not on current maintenance, maintenance reinstatement is required.

Effective December 31, 2006, IBM will withdraw from support the programs noted below:

- UniVerse 9.3 and below
- UniData 5.0 and below (aka UniData OC)
- SB+ and SBClient 4.5 and below
- wIntegrate 5.1 and below
- RedBack 4.0 and 3.5
- PI/Open all versions

End of Support (EOS) means that:

- New Licenses & Maintenance are not available
- Maintenance renewal and reinstatement is available
- Media and binary images are no longer available
- Technical support is not available
- Patches, ports and/or certifications are not available

Clients may upgrade to the replacement product version at no charge if under a current maintenance contract. If not on current maintenance, maintenance reinstatement is required.

IBM's Commitment to the U2 Product Family

IBM remains committed to the growth of U2, and related products. Following are two letters written by senior IBM Worldwide Executives, detailing IBM's vision for the future, and their commitment to the ongoing development of the U2 product suite.

Along with IBM, MBS is committed to providing customers with the skills and tools required to maximise their U2 investment. The opening of our newest office in Singapore reflects our belief that the U2 products are here for the long haul and are, in fact, undergoing a period of re-vitalisation and growth!



November 28, 2005

Dear IBM U2 Business Partners and Customers,

As the new General Manager of IBM's Information Management Software, I wanted to take this opportunity to introduce myself and let you know that I am interested in growing the U2 business going forward. I have heard about the fierce loyalty within the U2 community and hope I will have the opportunity to meet many of you in the years ahead.

IBM appreciates the relationships we have developed over years of working with our U2 Business Partners and customers. Today IBM's primary route-to-market for U2 products is embedded in an application developed by a U2 Business Partner. Whether you are running a solution developed in-house or one provided by one of our hundreds of U2 Partners worldwide, whether you are a small independent business or a Fortune 500 company, IBM intends to continue to provide technology enhancements to keep that investment sound.

IBM values the investment you have made in building your solutions on IBM UniData or IBM UniVerse. The value of your existing database software investments will be extended in future product releases. IBM remains committed to the U2 products and we're backing up that commitment by investing to support and enhance the U2 software portfolio as technology evolves.

The current U2 enhancement plan outlines on-going product strategy. To that end, on June 30, 2005, IBM released UniData 7.1, with many enhancements including External Database Access (EDA) and we are working on UniVerse 10.2 with a targeted release of Q3 2006. With these releases and the soon-to-be-released U2 SOAP Server, you will have the technology required to participate in Web Services and the Service Oriented Architecture (SOA) that enable an On Demand business. For more on IBM's vision of SOA, please see <http://www.ibm.com/software/solutions/soa/>.

IBM's depth of innovation, superior service and support, solutions integration, adherence to standards, strong business partnerships and solution value remains unmatched. I am personally committed to the success of your business and to delivering the best available technology to support your current investments.

Thank you for continuing to work with IBM. We will keep working hard to deliver leading edge technology in support of your business objectives.

Sincerely,

Ambuj Goyal
General Manager, Information Management Software
IBM Software Group



1090 18th Street, Suite 2500
Denver, CO 80202
Tel. 303 294 0800

September 26, 2005

Mr. Martin Meier, Managing Director
Meier Business Systems
Suite 1304, Level 13
83 Mount Street
North Sydney, NSW, 2060
Australia

Dear Martin,

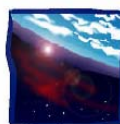
IBM grew new license sales of the UniVerse and UniData (U2) databases by 13% last year, and we are looking for double-digit growth again this year. We sold over 2,400 new UniVerse sites totaling almost 70,500 users. The U2 business is strong and profitable, and IBM is completely committed to continuing development of the products.

You will see very little, if any, individual product advertising from IBM. We do more of what I call concept advertising, designed to generate market pull for the entire IBM suite of products. Besides that, the U2 products are sold almost exclusively through partners who have embedded them in a solution. We rely on our partners to drive the sales of the U2 databases through sales of their applications. There are approximately 600 U2 Partners worldwide, whose businesses are built on this technology. With over 60,000 sites around the world, including Fortune 500 businesses, IBM recognizes the importance of these products to the success of our mutual customers. IBM is an important product in IBM's Embedded Database strategy. We are finalizing a presentation directed at the analyst community to set the record straight on IBM's continuing investment in the entire U2 Product line.

Let me know if you require further information, or if you would like to set up a conference call with your prospect. I look forward to continuing and growing our business partnership.

Sincerely,

Susic Sigcsmund
Director, U2 Business



UniVerse®



UniData®



IBM DATA MANAGEMENT TECHNICAL CONFERENCE UPDATE

Chris Day (Pre-Sales Technical Support)

At the Recent IBM Data Management Technical Conference, held in Orlando, Florida, IBM presented 30 presentations dedicated to the IBM U2 Databases, as well as several usability labs covering some new features and technology that is available or coming soon. With the content of the sessions, fairly evenly split between UniVerse and UniData, topics that were covered included, future strategy and direction, replication, XML, RedBack, trouble shooting and even sessions where it was possible to give feedback on how features should be implemented.

During the conference, a meeting of the U2 Users Group (U2UG) was held, where a question and answer forum was available to ask the IBM U2 Management team any question, relating from marketing and positioning strategies, through to what should be covered at future conferences.

Overall, it was a very exciting and informative week, and we are looking forward to attending the next Data Management Technical Conference in Dallas, Texas during August 2006.

International Spectrum's 2006 Webinar Series

International Spectrum is pleased to present the 2006 Webinar Series. The topics covered include:

- Using Your MultiValue Data with Microsoft Excel and Word
- VB.NET vs. VB6
- Sarbanes-Oxley After the Rush

For full details on the above seminars, and other events to help your business, visit <http://www.intl-spectrum.com>.

U2 Product Release Update

Recent Releases:

UniVerse 10.1.14 for AIX 4.3.3
UniData 7.1.1 for HP/UX 11.23 Itanium 64-Bit
UniData 7.1.1 for TRU64 5.1b
UniData 6.1.14 for HP/UX 11.0 PA2 64-Bit

Certifications completed:

UV 10.1.14 Server runs on AIX 5.1
UV 10.1.14 Server runs on AIX 5.2
UV 10.1.14 Server runs on AIX 5.3
UDT 6.1.14 Server runs on HP/UX 11.23 PA2 64-Bit

Please check the Product Availability Matrix for more product release information.

<http://www.ibm.com/isource/cgi-bin/goto?on=IMNL905J01>

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