

# COMPUTERWORLD

## MVS bundling to cut S/390 costs IBM simplifies operating system by building in auxiliary systems

By Craig Stedman  
ORLANDO, FLA.

Hoping to make MVS a load-and-go operating system akin to server rivals such as Unix and Microsoft Corp. Windows NT, IBM is moving to bundle the mainframe software with about two dozen supporting products. Until now, users have had to buy and install those products separately.

The bundling strategy should result in lower software costs for System/390 customers, although IBM said last week it hadn't finalized pricing. The move, which is expected to be announced within 60 days, is also aimed at making it easier to order and install MVS and critical auxiliary software that virtually all mainframe shops must use with the operating system.

IBM officials at last week's Share, Inc. user group conference here wouldn't specify which products will be bundled

MVS, page 109



## Win 95 trips 1-2-3

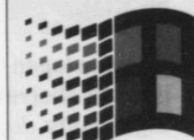
Lotus to ship new SmartSuite with Win 3.1 spreadsheet release

By Lisa Picarille

Don't look for a Windows 95 version of Lotus Development Corp.'s 1-2-3 spreadsheet any time soon.

To quickly push a Windows 95 version of its SmartSuite application set into the market, Lotus will ship SmartSuite with a Windows 3.1 version of 1-2-3, according to sources briefed by the company. The other suite components have been successfully ported to Windows 95.

Lotus will include in the SmartSuite package a coupon that lets users get 1-2-3 for Windows 95 when it is released. The ported spreadsheet is slated to go into beta testing in October. General availability isn't expected until the first quarter of next year, accord-



Microsoft  
Windows 95

Under the Windows 95 big top in this issue:

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- Special Windows supplement, including reviews and resources tip sheet. **Page 37**
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ing to sources close to the Cambridge, Mass., developer.

Lotus declined to comment.

Observers said the delay of 1-2-3 for Windows 95 could also adversely affect the Windows 95 release of NotesSuite. This package is supposed to provide workflow links between 1-2-3 and Notes so that users can track sales activi-

ties and revenue forecasts between the two applications. NotesSuite is due this fall.

This isn't the first delay for 1-2-3. Lotus' former cash cow has been plagued by setbacks ever since the firm attempted to move the popular DOS spreadsheet to the Windows platform. This latest snafu is no exception, observers said.

"This is a major embarrassment," said Jeffrey Tarter, editor of "Soft Letter," an industry newsletter in Watertown, Mass. "I would say this is on par with walking down Main Street at high noon wearing no pants. This is not just

Lotus, page 14

## Groupware gangbusters

### Oracle weaves Web links

By Kim S. Nash

Already more than a year late with its groupware suite, Oracle Corp. is nonetheless hopeful that it can still end-run market leader Notes with a set of workgroup products linked via the World Wide Web.

Specifically, Oracle will announce on Sept. 18, at the opening of its annual user group meet-

Oracle, page 109

### DEC to challenge Exchange

By Suruchi Mohan

Digital Equipment Corp. last week confirmed it is working on a multiplatform messaging product that would go head-to-head with ally Microsoft Corp.'s yet-to-be-released Exchange Server.

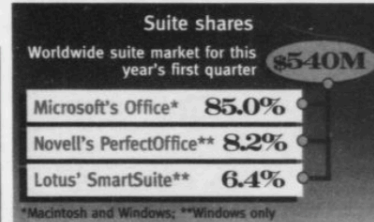
Code-named OfficeServer, the forthcoming messaging platform could be a contender at the large corporations that Microsoft covets and Digital holds sway over. But Digital is shooting for a June 1996 delivery date. Exchange is expected by the end of this year.

#### Friends or foes?

The timing of the project is especially intriguing because Digital and Microsoft announced earlier this month that they would work together on the messaging front. Digital had said it would offer its MailWorks and All-In-1 users a migration path to Exchange.

OfficeServer will incorporate key features from Digital's mail products, including file cabinet and server-based conversion. The file cabinet feature is similar to the file manager in Windows, except that each document has a

DEC, page 12



Source: Dataquest, Inc., San Jose, Calif.

## Voice hitches a free ride on stretched frame relay

By Bob Wallace

A trio of networking equipment vendors are prepping the first group of products that will enable users to send voice traffic and data over public frame-relay networks, adding a new dimension to the carrier service.

Frame relay was designed primarily to support data transmitted in bursts between far-flung LANs, but equipment due from ACT Networks, Inc. and Memotec Corp. will help users squeeze even more traffic onto the carrier service. Micom Communications Corp. announced its gear last week.

Users who generate sporadic

voice traffic stand to save money because frame-relay networks were originally cost-justified for data applications. When they carry voice as well, it gets a free ride.

Users "should take a long, hard look" at this approach because it can save them money, said

Christine Heckart, a broadband consultant at TeleChoice, Inc., a Verona, N.J., consultancy. "You'll see more products soon."

"We've estimated [voice] savings of \$3,000 a month on our nine-office frame-relay network," said Ken Lund, president of Allen Lund Co. in La Canada, Calif. The firm uses products from Micom to run

Frame relay, page 109

Group-wary	
The Oracle Groupware suite is more than a year late, but beta users predict it will be worth the wait	
SUITE COMPONENT	AVAILABILITY
Office E-mail	Now
Calendar scheduling	Now
Document manager	By year's end
Workflow manager	Early 1996

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