

welcome

Symposium '95: Managing the Revolution Lake Buena Vista, FL, October 9-13, 1995

track
day & time
title
speaker



- Advanced Technologies (AT)
- Development 2000: The Next Generation of Application Development (DEV)
- Asset Management and IT Procurement (AMIP)
- Data Warehousing (DW)
- Distributed Enterprise Management and Support Strategies (DEMSS)
- Office and Document Systems (ODS)
- The Future of Information Superhighways (FIS)
- Management of Information Technology (MIT)

(continued...)

Main Menu





- Next Generation Software Architecture (NGSA)
- End-User Computing (EUC)
- Planning, Designing, Implementing and Operating Enterprise Networks (EN)
- Rapid Development Solutions (RDS)
- Developing a Server Strategy (DSS)
- Real Decisions Benchmarking (RDB)
- Strategic Sales and Marketing Strategies (SSMS)
- The Manufacturing Supply Chain (MSC)
- Special Presentations (SPEC)





Advanced Technologies

- Scenario: Advanced Technologies & Applications (ATA) (J. Fenn)
- The Virtual Workgroup: Real-Time Collaboration (A. Lill)
- Multimedia Applications and Business: Business Value or Boondoggle? (B. Gill)
- The Future of Information Technology Architectures (A. Pasik)
- The Changing Face of the Computer (J. Fenn)
- Intelligent Agents: A Day in the Life of a Software Agent (E. Brethenoux)
- Entertainment Platform Evolution: Ramifications (H. Delaney)
- Using Benchmarking to Navigate Through the Call Center Maze Press 1 for Customer Satisfaction (P. Braunthal)





Development 2000: The Next Generation of Application Development

- Scenario: Applications Development & Mgmt. Strategies (S. Bradley)
- Scenario: Business Process Re-engineering (BPR) (A. Case)
- Scenario: Transition Strategies (TS) (M. Hess)
- Integrated Methods, Process and Project Management (B. Conway)
- Enterprise Application Development Technology (M. Blechar)
- Your Legacy Systems: The Key to Client/Server (K. Schick)
- Maximizing Client/Server Applications Through Effective Design (J. Sinur)
- Applications Architecture: Reconciling Business and Info. Sys. (R. Hunter)
- Business Process Re-engineering (BPR) Methodology (V. Frick)
- Object Technology: A Manager's View (M. West)





Asset Management and IT Procurement

- Asset Management Keynote: Pay Me Now or Pay Me Later (B. McNee)
- Scenario: Software Asset Management (SAM): Waging War on Software Costs — A Battle Plan (K. Cone)
- Scenario: Equipment Asset Management (EAM) (M. Vargo)
- Asset Management Processes and Technologies (C. Germann)
- Hardware Procurement and Negotiation Strategies (J. Seay)
- Software Procurement and Negotiation Strategies: What's the Best Deal?
 (A. Dailey)
- Selecting Asset Management Service Providers (M. Vargo)





Data Warehousing

- Can a Data Warehouse Initiative be Justified? (K. Strange)
- Data Warehouse: Once It's Built, Can It Be Managed? (K. Strange)
- Business Intelligence: Turning Data Into Action (H. Dresner)
- Data Administration and Repositories (M. Blechar)
- Object Warehouses (S. Varma)
- High Performance Computing's Commercial Impact (H. Richmond)
- Interoperability Solutions: Exposing the Myths and Reality (B. Burton)
- Scenario: Strategic Data Management (SDM) (D. Feinberg)
- Data Mining in an MPP Environment: Case Studies (B. Love)





Distributed Enterprise Management and Support Strategies

- Scenario: Network Systems Management (NSM) (B. Keyworth)
- LAN Management Operations: Cutting the Fat (C. Garry)
- Network Systems Service and Support (B. Hecht)
- Scenario: Managing Distributed Computing (MDC) (B. Kirwin)
- Real Decisions Scenario: Benchmarking Your Distributed Computing Environment: Managing the Unmanageable (B. Walton)
- Telecommuting: Extending the Workplace (W. Thompson/P. Sondergaard)

(continued...)





Distributed Enterprise Management and Support Strategies (con't)

- Support Strategies: Doing More With Less (C. Lusher)
- Help Desk: Issues, Tools and Outsourcing (T. Kirk/C. McCormick)
- Client/Server Security Trends and Directions (B. Malik)
- The Complexity of Distributed Systems Management (B. Malik)
- Distributed Systems Management: Will Order Emerge From Chaos? (I. Stenmark)



Main Menu





Office and Document Systems

- Scenario: Integrated Document and Output Mgmt. (IDOM) (J. Popkin)
- Scenario: Office Information Systems (OIS) (D. Whitten)
- Scenario: Multimedia (MM) (A. Lill)
- Work Mgmt. & E-Forms: Business Transformation Software (R. Casonato)
- Workgroup Computing: The New, Global, Dist. Computing Model (T. Austin)
- Posting Documents: Potholes on the Information Highway (J. Graff)
- Output Automation and Production Printing Systems (R. Bertrand)
- Information Retrieval Beyond the Web (J. Bair)
- Integrated Document Management (J. Popkin)
- Document Imaging in the Information Age (D. McCoy)
- OIS Migration Strategies: Surviving Chaos (M. Anderson)



Main Menu





The Future of Information Superhighways

- Scenario: Electronic Commerce Strategies (ECS) (D. Taylor)
- Information Superhighways: What a Difference a Year Makes (K. McGee)
- Managing Cybershops: Tools and Techniques (D. Taylor)
- Electronic Markets on Information Superhighways: Online Channels, Issues, Costs and Benefits (B. Guptill)
- Electronic Commerce on the Information Superhypeway (V. Wheatman)
- The Impact of the Internet on Network Security (M. Zboray)
- Extending Enterprise Messaging Onto Information Superhighways (J. Graff)
- Information Retrieval Beyond the Web (J. Bair)





Management of Information Technology

- Scenario: Industry Service (IS): Are You Being Served? (B. Stewart)
- Organized for Internal Market Demands: The Portfolio of IT Service Businesses (T. Shipley)
- Scenario: The IT Executive Program (ITEP): The CIO Perspective on IT Stakeholders (T. Waters)
- IT Architecture: Handcuffs or Helpful Guide? (W. Rosser)
- Consultants and Systems Integrators: Selecting the Right Vendor in a Sea of Confusion (B. Digrius)
- The Economic Contribution of IT: From "What Does This Cost?" to "Where's the Value?" (B. Stewart)

(continued...)





Management of Information Technology (con't)

- Outsourcing Trends: From IS Replacement to IT Enhancement (R. Terdiman)
- Business Resumption: Should We Care? (B. Jones)
- Human Resource Issues in the IT Transition (G. Raphaelian)
- Real Decisions Scenario: IT Benchmarking: The Vision of Tomorrow (E. Zbikowski)
- Real Decisions Scenario: Benchmarking for the CIO (J. Ross)
- Real Decisions Scenario: Measuring IT's Contribution to the Business: Benchmarking's Holy Grail (K. Bergstrom)



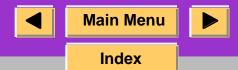
Main Menu





Next Generation Software Architecture

- Software Architecture for the Year 2000 (J. Schulman)
- Scenario: Software Management Strategies (SMS) (A. Percy)
- Scenario: Client/Server (T. Austin)
- Middleware and Three-Tier Architectures (R. Schulte)
- Component Software: The Next Battle for Architectural Control (D. Smith)
- Relational Database: Scaling Up to the Enterprise? (J. Radcliffe)
- Next Generation Architectures: The Role of Standards (L. Melcher)
- The Complexity of Distributed Systems Management (B. Malik)





End-User Computing: Hardware, Software and Communications

- Scenario: Personal Computing (PC) (L. Fiering)
- Scenario: Mobile Business Strategies (MBS) (K. Dulaney)
- Remote Communications Part 1: The Connected Model (J. Girard)
- Remote Communications Part 2: The Unconnected Model (K. Dulaney)
- PC Hardware Asset Procurement and Management (C. Goodhue)
- Personal Computing Operating Systems (M. Gartenberg)
- Personal Computing Application Software (M. Pinckney)
- Microsoft: Can It Do it All? (S. Winkler)
- Mobile Wireless Putting the Front Line Online (J. Baylock)
- Component Software: The Next Battle for Architectural Control (D. Smith)





Planning, Designing, Implementing and Operating Enterprise Networks

- Scenario: Networking Computing Infrastructures (NCI) (D. Cappuccio)
- Scenario: Enterprise Network Strategies (ENS): Tactics for the 1990s (J. Baylock)
- Scenario: Enterprise Network Strategies Canada (ENSC) (B. Hafner)
- Building Physical Network Infrastructures (S. MacAskill)
- Multiple Protocols: Living With Them and Strategies for Survival (A. Apfel)
- Designing Broadband Networks (J. Baylock)

(continued...)



Main Menu





Planning, Designing, Implementing and Operating Enterprise Networks (con't)

- Scenario: Network Business Management (NBM) (J. Cooperman)
- Voice/Call Processing: Ready or Not for Client/Server (B. Stanco)
- The Road to Network Computing (D. Cappuccio)
- Scenario: Network Systems Management (NSM) (B. Keyworth)
- Real Decisions Scenario: Network Nirvana: Controlling Costs While Meeting Demand With Benchmarking (K. Conlin)



Main Menu





Rapid Development Solutions

- Scenario: Rapid Development Solutions (RDS) (D. Brown)
- Scenario: Business Process Re-engineering (BPR) (A. Case)
- Workgroup Computing: The New, Global, Dist. Computing Model (T. Austin)
- Business Process Re-engineering: Tools and Technologies (K. Kleinberg)
- Workgroup Application Development Technologies (B. Williams)
- Managing Rapid Application Development Projects (R. Hunter)
- Building Hybrid Solutions (N. Jones)
- Real Decisions Scenario: Moving From Chaos to Order in Applications Benchmarking (B. Waldman)







Developing a Server Strategy

- Server Strategy: Setting the Scope (M. Kerstetter)
- Scenario: Large Computer Strategies (LCS) (C. Burns/N. Allen)
- Scenario: Midrange Computing Strategies (MCS) (P. McGuckin)
- Server Deployment (P. McGuckin)
- The Server Operating Systems Battleground (S. Winkler)
- Selecting Intel-based Servers (M. Specker)
- Midrange Server Vendors: An In-depth Analysis (P. McGuckin)

(continued...)



Main Menu





Developing a Server Strategy (con't)

- Scenario: High Performance Computing (HPC) (H. Richmond)
- Solving Storage Issues for a Server Strategy (M. Kerstetter)
- Distributed Systems Management: Will Order Emerge From Chaos? (I. Stenmark)
- Real Decisions Scenario: The Key Competitive Data Center Weapon of the Future: Benchmarking (G. Mott)



Main Menu





Real Decisions Benchmarking

- IT Benchmarking: The Vision of Tomorrow (E. Zbikowski)
- Benchmarking for the CIO (J. Ross)
- Measuring IT Contribution to the Business: Benchmarking's Holy Grail (K. Bergstrom)
- Moving from Chaos to Order in Applications Benchmarking (B. Waldman)
- The Key Competitive Data Center Weapon of the Future: Benchmarking (G. Mott)

(continued...)



Main Menu





Real Decisions Benchmarking (con't)

- Network Nirvana: Controlling Costs While Meeting Demand With Benchmarking (K. Conlin)
- Benchmarking Your Distributed Computing Environment: Managing the Unmanageable (B. Walton)
- Using Benchmarking to Navigate Through the Call Center Maze (P. Braunthal)
- Measuring the Value of a Bank's Item Processing Business Via Benchmarking (M. Biafore)



Main Menu





Strategic Sales and Marketing Strategies

- Scenario: Sales Leadership Strategies (SLS): Rethinking Sales Automation for the '90s (J. Golterman)
- Tying Technology to Market Dynamics: The Next Five Years (B. Hopkins)
- Sales Force Automation Vendors: Strategies for Survival in an Uncertain Market (W. Close)
- Sales Force Automation Implementation Strategies: Finding the High Road (J. Morse)
- Components of an Electronic Commerce Plan: Extending the Enterprise (B. Reilly)

(continued...)





Strategic Sales and Marketing Strategies (con't)

- Electronic Marketplace Strategies: Exploiting the New Electronic Sales Channel (B. Guptill)
- Electronic Marketplace Implementation: Online Channels, Issues, Costs and Benefits (B. Guptill)
- Database Mktg.: Using IT to Enhance Customer Relationships (M. Muoto)
- Electronic Commerce: Measuring the Business Value (B. Reilly)



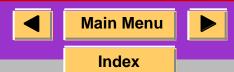
Main Menu





The Manufacturing Supply Chain

- Scenario: Computer Integrated Manufacturing (CIM): Leveraging the Path to Integration (E. Keller)
- Scenario: Engineering Applications (D. Burdick)
- Scenario: Distribution and Logistics Strategies (A. Mesher)
- ERP Vendors: Accelerated Shake Out (E. Keller)
- Open Control Systems: The Movement Toward Solutions (C. Jones)
- Engineering Application Vendors (D. Burdick)
- Product Data Management (D. Burdick)
- Scenario: Enterprise Resource Planning (ERP) (E. Keller)
- Manufacturing Operations Mgmt. (C. Jones)





Special Presentations

- Gartner Group Scenario: Embracing the Millennium: Opportunities and Risks (L. Berg)
- Scenario: Administrative Application Strategies (AAS) (J. Comport)
- Best Practices Groups for a Competitive Advantage (A. M. Considine)
- Scenario: Health Care View (J. Adams)



Main Menu



Monday, 1:30 pm

- Organized for Internal Market Demands: The Portfolio of IT Service Businesses (T. Shipley)
- Scenario: Client/Server (T. Austin)
- Scenario: Computer Integrated Manufacturing (CIM): Leveraging the Path to Integration (E. Keller)
- Scenario: Personal Computing (PC) (L. Fiering)
- Scenario: Sales Leader ship Strategies (SLS): Rethinking Sales Automation for the '90s (J. Golterman)
- Server Strategy: Setting the Scope (M. Kerstetter)



Main Menu





Monday, 3:00 pm

- Best Practices Groups for a Competitive Advantage (A. M. Considine)
- Building Hybrid Solutions (N. Jones)
- Gartner Group Scenario: Embracing the Millennium: Opportunities and Risks (L. Berg)
- Measuring the Value of a Bank's Item Processing Business Via Benchmarking (M. Biafore)
- Scenario: Engineering Applications (D. Burdick)
- Scenario: Large Computer Strategies (LCS) (C. Burns/N. Allen)
- Scenario: Network Systems Management (NSM) (B. Keyworth)



Main Menu





Monday, 4:30 pm

- Business Process Re-engineering: Tools and Technologies (K. Kleinberg)
- LAN Management Operations: Cutting the Fat (C. Garry)
- Sales Force Automation Vendors: Strategies for Survival in an Uncertain Market (W. Close)
- Scenario: Distribution and Logistics Strategies (A. Mesher)
- Scenario: Health Care View (J. Adams)
- Scenario: Industry Service (IS): Are You Being Served? (B. Stewart)
- Scenario: Midrange Computing Strategies (MCS) (P. McGuckin)





Monday, 6:00 pm

- ERP Vendors: Accelerated Shake Out (E. Keller)
- IT Architecture: Handcuffs or Helpful Guide? (W. Rosser)
- Managing Rapid Application Development Projects (R. Hunter)
- Network Systems Service and Support (B. Hecht)
- Sales Force Automation Implementation Strategies: Finding the High Road (J. Morse)
- Server Deployment (P. McGuckin)



Main Menu





Tuesday, 8:00 am

- Components of an Electronic Commerce Plan: Extending the Enterprise (B. Reilly)
- Consultants and Systems Integrators: Selecting the Right Vendor in a Sea of Confusion (B. Digrius)
- Open Control Systems: The Movement Toward Solutions (C. Jones)
- Scenario: Administrative Application Strategies (AAS) (J. Comport)
- Scenario: Integrated Document and Output Management (IDOM): The Documents Assumes its New Role in the Enterprise (J. Popkin)
- Scenario: Managing Distributed Computing (MDC) (B. Kirwin)
- The Server Operating Systems Battleground (S. Winkler)





Tuesday, 9:30 am

- The Economic Contribution of IT: From "What Does This Cost?" to "Where's the Value?" (B. Stewart)
- Electronic Marketplace Strategies: Exploiting the New Electronic Sales Channel (B. Guptill)
- Engineering Application Vendors (D. Burdick)
- Real Decisions Scenario: Benchmarking Your Distributed Computing Environment: Managing the Unmanageable (B. Walton)
- Scenario: Office Information Systems (OIS) (D. Whitten)
- Selecting Intel-based Servers (M. Specker)



Main Menu





Tuesday, 11:00 am

- Electronic Marketplace Implementation: Online Channels, Issues, Costs and Benefits (B. Guptill)
- Gartner Group Scenario: Embracing the Millennium: Opportunities and Risks (L. Berg)
- Midrange Server Vendors: An In-depth Analysis (P. McGuckin)
- Outsourcing Trends: From IS Replacement to IT Enhancement (R. Terdiman)
- Product Data Management (D. Burdick)
- Scenario: Multimedia (MM) (A. Lill)
- Telecommuting: Extending the Workplace (W. Thompson/P. Sondergaard)



Main Menu





Tuesday, 1:30 pm

- Business Resumption: Should We Care? (B. Jones)
- Data Mining in an MPP Environment: Case Studies (B. Love)
- Database Marketing: Using IT to Enhance Customer Relationships (M. Muoto)
- Scenario: Enterprise Resource Planning (ERP): Managing Complexity (E. Keller)
- Scenario: High Performance Computing (HPC) (H. Richmond)
- Support Strategies: Doing More With Less (C. Lusher)
- Work Management and Electronic Forms: Business Transformation Software (R. Casonato)



Main Menu





Tuesday, 3:00 pm

- Electronic Commerce: Measuring the Business Value (B. Reilly)
- Human Resource Issues in the IT Transition (G. Raphaelian)
- Manufacturing Operations Management: New Delivery Paradigms/Scenarios (C. Jones)
- Posting Documents: Potholes on the Information Highway (J. Graff)
- Real Decisions Scenario: Moving from Chaos to Order in Applications Benchmarking (B. Waldman)
- Solving Storage Issues for a Server Strategy (M. Kerstetter)
- The Complexity of Distributed Systems Management (B. Malik)



Main Menu





Wednesday, 8:00 am

- Client/Server Security Trends and Directions (B. Malik)
- Information Retrieval Beyond the Web (J. Bair)
- Personal Computing Operating Systems: From Personal Productivity Platform to Standard Client (M. Gartenberg)
- Real Decisions Scenario: Network Nirvana: Controlling Costs While Meeting Demand With Benchmarking (K. Conlin)
- Scenario: Rapid Development Solutions (RDS): Minimizing TTM Maximizing ROI (D. Brown)
- Scenario: The IT Executive Program (ITEP): The CIO Perspective on IT Stakeholders (T. Waters)
- Tying Technology to Market Dynamics: The Next Five Years (B. Hopkins)



Main Menu





Wednesday, 9:30 am

- Help Desk: Issues, Tools and Outsourcing (T. Kirk/C. McCormick)
- Interoperability Solutions: Exposing the Myths and Reality (B. Burton)
- Managing Cybershops: Tools and Techniques (D. Taylor)
- Output Automation and Production Printing Systems (R. Bertrand)
- Real Decisions Scenario: Benchmarking for the CIO (J. Ross)
- Scenario: Client/Server (T. Austin)
- Scenario: Enterprise Network Strategies Canada (ENSC) (B. Hafner)



Main Menu





Wednesday, 11:00 am

- Best Practices Groups for a Competitive Advantage (A. M. Considine)
- Distributed Systems Management: Will Order Emerge From Chaos? (I. Stenmark)
- Document Imaging in the Information Age (D. McCoy)
- Real Decisions Scenario: Measuring IT's Contribution to the Business: Benchmarking's Holy Grail (K. Bergstrom)
- Scenario: Networking Computing Infrastructures (NCI) (D. Cappuccio)
- The Changing Face of the Computer (J. Fenn)
- Workgroup Application Development Technologies (B. Williams)







Wednesday, 1:30 pm

- Asset Management Keynote: Pay Me Now or Pay Me Later (B. McNee)
- Data Administration and Repositories (M. Blechar)
- Electronic Commerce on the Information Superhypeway (V. Wheatman)
- Integrated Document Management (J. Popkin)
- Scenario: Business Process Re-engineering (BPR): Designing Profitability With Technology (A. Case)
- Scenario: Enterprise Network Strategies (ENS): Tactics for the 1990s (J. Baylock)
- Software Architecture for the Year 2000 (J. Schulman)





Wednesday, 3:00 pm

- Building Physical Network Infrastructures (S. MacAskill)
- Business Intelligence: Turning Data Into Action (H. Dresner)
- Real Decisions Scenario: The Key Competitive Data Center Weapon of the Future: Benchmarking (G. Mott)
- Scenario: Electronic Commerce Strategies (ECS) (D. Taylor)
- Scenario: Equipment Asset Management (EAM) (M. Vargo)
- Scenario: Applications Development & Management Strategies (ADM) (S. Bradley)
- Workgroup Computing: The New, Global, Distributed Computing Model (T. Austin)





Thursday, 8:00 am

- Data Warehouse: Once It's Built, Can It Be Managed? (K. Strange)
- Electronic Markets on the Information Superhighway: Online channels, Issues, Costs and Benefits (B. Guptill)
- Microsoft: Can It Do it All? (S. Winkler)
- Multiple Protocols: Living With Them and Strategies for Survival (A. Apfel)
- Scenario: Software Asset Management (SAM): Waging War on Software Costs -- A Battle Plan (K. Cone)
- Scenario: Transition Strategies (TS) (M. Hess)
- Scenario: Advanced Technologies & Applications (ATA) (J. Fenn)





Thursday, 9:30 am

- Asset Management Processes and Technologies (C. Germann)
- Designing Broadband Networks (J. Baylock)
- Information Superhighways: What a Difference a Year Makes (K. McGee)
- Integrated Methods, Process and Project Management: The Emerging Management Continuum (B. Conway)
- Remote Communications Part 1: The Connected Model (J. Girard)
- Scenario: Software Management Strategies (SMS) (A. Percy)
- The Virtual Workgroup: Real-Time Collaboration (A. Lill)



Main Menu





Thursday, 11:00 am

- Enterprise Application Development Technology (M. Blechar)
- Hardware Procurement and Negotiation Strategies (J. Seay)
- Intelligent Agents: A Day in the Life of a Software Agent (E. Brethenoux)
- Personal Computing Application Software: The Shift From Personal Productivity to Enterprise Platform (M. Pinckney)
- Scenario: Network Business Management (NBM) (J. Cooperman)
- The Impact of the Internet on Network Security (M. Zboray)



Main Menu





Thursday, 1:30 pm

- Component Software: The Next Battle for Architectural Control (D. Smith)
- Extending Enterprise Messaging Onto Information Superhighways (J. Graff)
- Maximizing Client/Server Applications Through Effective Design (J. Sinur)
- Software Procurement and Negotiation Strategies: What's the Best Deal?
 (A. Dailey)
- The Future of Information Technology Architectures (A. Pasik)
- Voice/Call Processing: Ready or Not for Client/Server (B. Stanco)



Main Menu





Thursday, 3:00 pm

- Can a Data Warehouse Initiative be Justified? (K. Strange)
- Gartner Group Scenario: Embracing the Millennium: Opportunities and Risks (L. Berg)
- Mobile Wireless Putting the Front Line Online (J. Baylock)
- Real Decisions Scenario: IT Benchmarking: The Vision of Tomorrow (E. Zbikowski)
- The Road to Network Computing (D. Cappuccio)
- Your Legacy Systems: The Key to Client/Server (K. Schick)



Main Menu





Friday, 8:00 am

- Applications Architecture: Reconciling Business and Information Systems (R. Hunter)
- Middleware and Three-tier Architectures (R. Schulte)
- Scenario: Mobile Business Strategies (MBS) (K. Dulaney)
- Scenario: Personal Computing (PC) (L. Fiering)



Main Menu





Friday, 9:30 am

- Business Process Re-engineering (BPR) Methodology (V. Frick)
- Entertainment Platform Evolution: Ramifications (H. Delaney)
- Remote Communications Part 2: The Unconnected Model (K. Dulaney)
- Scenario: Strategic Data Management (SDI) (D. Feinberg)
- Selecting Asset Management Service Providers (M. Vargo)



Main Menu





Friday, 11:00 am

- High Performance Computing's Commercial Impact (H. Richmond)
- Object Technology: A Manager's View (M. West)
- Relational Database: Scaling Up to the Enterprise? (J. Radcliffe)
- Using Benchmarking to Navigate Through the Call Center Maze (P. Braunthal)



Main Menu





Friday, 1:30 pm

- Multimedia Applications and Business: Business Value or Boondoggle? (B. Gill)
- Next Generation Architectures: The Role of Standards (L. Melcher)
- Object Warehouses (S. Varma)
- OIS Migration Strategies: Surviving Chaos (M. Anderson)
- PC Hardware Asset Procurement and Management (C. Goodhue)



Main Menu





A

- Applications Architecture: Reconciling Business and Information Systems (R. Hunter)
- Asset Management Keynote: Pay Me Now or Pay Me Later (B. McNee)
- Asset Management Processes and Technologies (C. Germann)

В

- Best Practices Groups for a Competitive Advantage (A. M. Considine)
- Building Hybrid Solutions (N. Jones)
- Building Physical Network Infrastructures (S. MacAskill)
- Business Intelligence: Turning Data Into Action (H. Dresner)

Main Menu





B (con't)

- Business Process Re-engineering (BPR) Methodology (V. Frick)
- Business Process Re-engineering: Tools and Technologies (K. Kleinberg)
- Business Resumption: Should We Care? (B. Jones)

C

- Can a Data Warehouse Initiative be Justified? (K. Strange)
- The Changing Face of the Computer (J. Fenn)
- Client/Server Security Trends and Directions (B. Malik)
- The Complexity of Distributed Systems Management (B. Malik)
- Component Software: The Next Battle for Architectural Control (D. Smith)



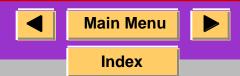


C (con't)

- Components of an Electronic Commerce Plan: Extending the Enterprise (B. Reilly)
- Consultants and Systems Integrators: Selecting the Right Vendor in a Sea of Confusion (B. Digrius)

D

- Data Administration and Repositories (M. Blechar)
- Data Mining in an MPP Environment: Case Studies (B. Love)
- Data Warehouse: Once It's Built, Can It Be Managed? (K. Strange)
- Database Mktg.: Using IT to Enhance Customer Relationships (M. Muoto)
- Designing Broadband Networks (J. Baylock)





D (con't)

- Distributed Systems Management: Will Order Emerge From Chaos? (I. Stenmark)
- Document Imaging in the Information Age (D. McCoy)

- The Economic Contribution of IT: Form "What Does This Cost?" to "Where's the Value?" (B. Stewart)
- Electronic Commerce on the Information Superhypeway (V. Wheatman)
- Electronic Commerce: Measuring the Business Value (B. Reilly)
- Electronic Marketplace Implementation: Online Channels, Issues, Costs and Benefits (B. Guptill)

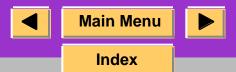






E (con't)

- Electronic Marketplace Strategies: Exploiting the New Electronic Sales Channel (B. Guptill)
- Electronic Markets on Information Superhighways: Online Channels, Issues, Costs and Benefits (B. Guptill)
- Engineering Application Vendors (D. Burdick)
- Enterprise Application Development Technology (M. Blechar)
- Entertainment Platform Evolution: Ramifications (H. Delaney)
- ERP Vendors: Accelerated Shake Out (E. Keller)
- Extending Enterprise Messaging Onto Information Superhighways (J. Graff)







F

• The Future of Information Technology Architectures (A. Pasik)

G

 Gartner Group Scenario: Embracing the Millennium: Opportunities and Risks (L. Berg)

H

- Hardware Procurement and Negotiation Strategies (J. Seay)
- Help Desk: Issues, Tools and Outsourcing (T. Kirk/C. McCormick)
- High Performance Computing's Commercial Impact (H. Richmond)
- Human Resource Issues in the IT Transition (G. Raphaelian)





- П
- The Impact of the Internet on Network Security (M. Zboray)
- Information Retrieval Beyond the Web (J. Bair)
- Information Superhighways: What a Difference a Year Makes (K. McGee)
- Integrated Document Management (J. Popkin)
- Integrated Methods, Process and Project Management: The Emerging Management Continuum (B. Conway)
- Intelligent Agents: A Day in the Life of a Software Agent (E. Brethenoux)
- Interoperability Solutions: Exposing the Myths and Reality (B. Burton)
- IT Architecture: Handcuffs or Helpful Guide? (W. Rosser)





• LAN Management Operations: Cutting the Fat (C. Garry)

M

- Managing Cybershops: Tools and Techniques (D. Taylor)
- Managing Rapid Application Development Projects (R. Hunter)
- Manufacturing Operations Management: New Delivery Paradigms/ Scenarios (C. Jones)
- Maximizing Client/Server Applications Through Effective Design (J. Sinur)
- Measuring the Value of a Bank's Item Processing Business Via Benchmarking (M. Biafore)
- Microsoft: Can It Do it All? (S. Winkler)





M (con't)

- Middleware and Three-Tier Architectures (R. Schulte)
- Midrange Server Vendors: An In-depth Analysis (P. McGuckin)
- Mobile Wireless Putting the Front Line Online (J. Baylock)
- Multimedia Applications and Business: Business Value or Boondoggle? (B. Gill)
- Multiple Protocols: Living With Them and Strategies for Survival (A. Apfel)

N

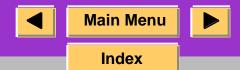
- Network Systems Service and Support (B. Hecht)
- Next Generation Architectures: The Role of Standards (L. Melcher)





0

- Object Technology: A Manager's View (M. West)
- Object Warehouses (S. Varma)
- OIS Migration Strategies: Surviving Chaos (M. Anderson)
- Open Control Systems: The Movement Toward Solutions (C. Jones)
- Organized for Internal Market Demands: The Portfolio of IT Service Businesses (T. Shipley)
- Output Automation and Production Printing Systems (R. Bertrand)
- Outsourcing Trends: From IS Replacement to IT Enhancement (R. Terdiman)





Ρ

- PC Hardware Asset Procurement and Management (C. Goodhue)
- Personal Computing Application Software (M. Pinckney)
- Personal Computing Operating Systems (M. Gartenberg)
- Posting Documents: Potholes on the Information Highway (J. Graff)
- Product Data Management (D. Burdick)

R

- Real Decisions Scenario: Network Nirvana: Controlling Costs While Meeting Demand With Benchmarking (K. Conlin)
- Real Decisions Scenario: Benchmarking for the CIO (J. Ross)

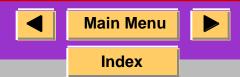






R (con't)

- Real Decisions Scenario: Benchmarking Your Distributed Computing Environment: Managing the Unmanageable (B. Walton)
- Real Decisions Scenario: IT Benchmarking: The Vision of Tomorrow (E. Zbikowski)
- Real Decisions Scenario: Measuring IT Contribution to the Business: Benchmarking's Holy Grail (K. Bergstrom)
- Real Decisions Scenario: Moving from Chaos to Order in Applications Benchmarking (B. Waldman)
- Real Decisions Scenario: The Key Competitive Data Center Weapon of the Future: Benchmarking (G. Mott)



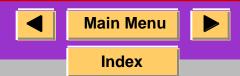


R (con't)

- Real Decisions Scenario: Benchmarking Your Distributed Computing Environment: Managing the Unmanageable (B. Walton)
- Real Decisions Scenario: Network Nirvana: Controlling Costs While Meeting Demand with Benchmarking (K. Conlin)
- Relational Database: Scaling up to the Enterprise? (J. Radcliffe)
- Remote Communications Part 1: The Connected Model (J. Girard)
- Remote Communications Part 2: The Unconnected Model (K. Dulaney)
- The Road to Network Computing (D. Cappuccio)

S

• Sales Force Automation Implementation Strategies: Finding the High Road (J. Morse)







- Sales Force Automation Vendors: Strategies for Survival in an Uncertain Market (W. Close)
- Scenario: Administrative Application Strategies (AAS) (J. Comport)
- Scenario: Business Process Re-engineering (BPR) (A. Case)
- Scenario: Business Process Re-engineering (BPR): Designing Profitability With Technology (A. Case)
- Scenario: Client/Server (T. Austin)
- Scenario: Computer Integrated Manufacturing (CIM): Leveraging the Path to Integration (E. Keller)
- Scenario: Distribution and Logistics Strategies (A. Mesher)





- Scenario: Electronic Commerce Strategies (ECS) (D. Taylor)
- Scenario: Engineering Applications (D. Burdick)
- Scenario: Enterprise Network Strategies (ENS): Tactics for the 1990s (J. Baylock)
- Scenario: Enterprise Network Strategies Canada (ENSC) (B. Hafner)
- Scenario: Enterprise Resource Planning (ERP): Managing Complexity (E. Keller)
- Scenario: Equipment Asset Management (EAM) (M. Vargo)
- Scenario: Health Care View (J. Adams)
- Scenario: High Performance Computing (HPC) (H. Richmond)







- Scenario: Industry Service (IS): Are You Being Served? (B. Stewart)
- Scenario: Integrated Document and Output Management (IDOM): The Documents Assumes its New Role in the Enterprise (J. Popkin)
- Scenario: Large Computer Strategies (LCS) (C. Burns/N. Allen)
- Scenario: Managing Distributed Computing (MDC) (B. Kirwin)
- Scenario: Midrange Computing Strategies (MCS) (P. McGuckin)
- Scenario: Mobile Business Strategies (MBS) (K. Dulaney)
- Scenario: Multimedia (MM) (A. Lill)
- Scenario: Network Business Management (NBM) (J. Cooperman)
- Scenario: Network Systems Management (NSM) (B. Keyworth)





- Scenario: Networking Computing Infrastructures (NCI) (D. Cappuccio)
- Scenario: Office Information Systems (OIS) (D. Whitten)
- Scenario: Personal Computing (PC) (L. Fiering)
- Scenario: Rapid Development Solutions (RDS): Minimizing TTM Maximizing ROI (D. Brown)
- Scenario: Sales Leader ship Strategies (SLS): Rethinking Sales Automation for the '90s (J. Golterman)
- Scenario: Software Asset Management (SAM): Waging War on Software Costs — A Battle Plan (K. Cone)
- Scenario: Strategic Data Management (SDM) (D. Feinberg)





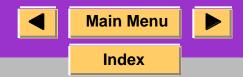
- Scenario: The IT Executive Program (ITEP): The CIO Perspective on IT Stakeholders (T. Waters)
- Scenario: The Software Management Strategies (SMS) (A. Percy)
- Scenario: Transition Strategies (TS) (M. Hess)
- Scenario: Advanced Technologies & Applications (ATA) (J. Fenn)
- Scenario: Applications Development & Management Strategies (ADM) (S. Bradley)
- Selecting Asset Management Service Providers (M. Vargo)
- Selecting Intel-based Servers (M. Specker)
- Server Deployment (P. McGuckin)





- The Server Operating Systems Battleground (S. Winkler)
- Server Strategy: Setting the Scope (M. Kerstetter)
- Software Architecture for the Year 2000 (J. Schulman)
- Software Procurement and Negotiation Strategies: What's the Best Deal?
 (A. Dailey)
- Solving Storage Issues for a Server Strategy (M. Kerstetter)
- Support Strategies: Doing More With Less (C. Lusher)

- Telecommuting: Extending the Workplace (W. Thompson/P. Sondergaard)
- Tying Technology to Market Dynamics: The Next Five Years (B. Hopkins)







U/V

- Using Benchmarking to Navigate Through the Call Center Maze Press 1 for Customer Satisfaction (P. Braunthal)
- The Virtual Workgroup: Real-Time Collaboration (A. Lill)
- Voice/Call Processing: Ready or Not for Client/Server (B. Stanco)

W/Y

- Work Management & E-Forms: Business Transformation Software (R. Casonato)
- Workgroup Application Development Technologies (B. Williams)
- Workgroup Computing: The New, Global, Distributed Computing Model (T. Austin)
- Your Legacy Systems: The Key to Client/Server (K. Schick)



Main Menu



speaker

A

- Jim Adams Scenario: Health Care View
- Nick Allen Scenario: Large Computer Strategies (LCS)
- Mike Anderson OIS Migration Strategies: Surviving Chaos
- Audrey Apfel Multiple Protocols: Living With Them and Strategies for Survival
- Tom Austin Scenario: Client/Server
- Tom Austin Workgroup Computing: The New, Global, Distributed Computing Model

В

• Jim Bair — Information Retrieval Beyond the Web

Main Menu





speaker

B (con't)

- Joe Baylock Scenario: Enterprise Network Strategies (ENS): Tactics for the 1990s
- Joe Baylock Designing Broadband Networks
- Joe Baylock Mobile Wireless Putting the Front Line Online
- Lynn Berg Gartner Group Scenario: Embracing the Millennium: Opportunities and Risks
- Ken Bergstrom Real Decisions Scenario: Measuring IT's Contribution to the Business: Benchmarking's Holy Grail
- Ron Bertrand Output Automation and Production Printing Systems
- Mike Biafore Measuring the Value of a Bank's Item Processing Business Via Benchmarking



Main Menu





speaker

B (con't)

- Mike Blechar Data Administration and Repositories
- Mike Blechar Enterprise Application Development Technology
- Steve Bradley Scenario: Applications Development & Management Strategies (ADM)
- Pete Braunthal Using Benchmarking to Navigate Through the Call Center Maze — Press 1 for Customer Satisfaction
- Erick Brethenoux Intelligent Agents: A Day in the Life of a Software Agent
- Darlene Brown Scenario: Rapid Development Solutions (RDS): Minimizing TTM — Maximizing ROI



Main Menu





B (con't)

- David Burdick Scenario: Engineering Applications
- David Burdick Engineering Application Vendors
- David Burdick Product Data Management
- Charlie Burns Scenario: Large Computer Strategies (LCS)
- Betsy Burton Interoperability Solutions: Exposing the Myths and Reality

C

- Dave Cappuccio Scenario: Networking Computing Infrastructures (NCI)
- Dave Cappuccio The Road to Network Computing
- Al Case Scenario: Business Process Re-engineering (BPR): Designing Profitability With Technology



Main Menu





C (con't)

- Regina Casonato Work Management and Electronic Forms: Business Transformation Software
- Wendy Close Sales Force Automation Vendors: Strategies for Survival in an Uncertain Market
- Jeff Comport Scenario: Administrative Application Strategies (AAS)
- Karen Cone Scenario: Software Asset Management (SAM): Waging War on Software Costs — A Battle Plan
- Kevin Conlin Real Decisions Scenario: Network Nirvana: Controlling Costs While Meeting Demand With Benchmarking
- Ann-Marie Considine Best Practices Groups for a Competitive Advantage



Main Menu





C (con't)

- Brendan Conway Integrated Methods, Process and Project Management:
 The Emerging Management Continuum
- Jerry Cooperman Scenario: Network Business Management (NBM)

D

- Andrew Dailey Software Procurement and Negotiation Strategies: What's the Best Deal?
- Hubert Delany Entertainment Platform Evolution: Ramifications
- Bonnie Digrius Consultants and Systems Integrators: Selecting the Right Vendor in a Sea of Confusion



Main Menu





D (con't)

- Howard Dresner Business Intelligence: Turning Data Into Action
- Ken Dulaney Scenario: Mobile Business Strategies (MBS)
- Ken Dulaney Remote Communications Part 2: The Unconnected Model
- Donald Feinberg Scenario: Strategic Data Management (SDM)
- Jackie Fenn The Changing Face of the Computer
- Jackie Fenn Scenario: Advanced Technologies & Applications (ATA)
- Leslie Fiering Scenario: Personal Computing (PC)
- Vaughn Frick Business Process Re-engineering (BPR) Methodology



Main Menu





G

- Claire Garry LAN Management Operations: Cutting the Fat
- Mike Gartenberg Personal Computing Operation Systems: From Personal Productivity Platform to Standard Client
- Chris Germann Asset Management Processes and Technologies
- Bob Gill Multimedia Applications and Business: Business Value or Boondoggle?
- John Girard Remote Communications Part 1: The Connected Model
- Jeff Golterman Scenario: Sales Leader ship Strategies (SLS): Rethinking Sales Automation for the '90s
- Chris Goodhue PC Hardware Asset Procurement and Management



Main Menu





G

- Joyce Graff Posting Documents: Potholes on the Information Highway
- Joyce Graff Extending Enterprise Messaging Onto Information Superhighways
- Bruce Guptill Electronic Marketplace Strategies: Exploiting the New Electronic Sales Channel
- Bruce Guptill Electronic Marketplace Implementation: Online Channels, Issues, Costs and Benefits
- Bruce Guptill Electronic Markets on Information Superhighways: Online Channels, Issues, Costs and Benefits

П

• Bob Hafner — Scenario: Enterprise Network Strategies Canada (ENSC)





H (con't)

- Brad Hecht Network Systems Service and Support
- Mark Hess Scenario: Transition Strategies (TS)
- Bill Hopkins Tying Technology to Market Dynamics: The Next Five Years
- Richard Hunter Managing Rapid Application Development Projects
- Richard Hunter Applications Architecture: Reconciling Business and Information Systems

J

- Bernard Jones Business Resumption: Should We Care?
- Chris Jones Open Control Systems: The Movement Towards Solutions
- Chris Jones Manufacturing Operations Management



Main Menu





J (con't)

Nick Jones — Building Hybrid Solutions

K

- Erik Keller Scenario: Computer Integrated Manufacturing (CIM): Leveraging the Path to Integration
- Erik Keller ERP Vendors: Accelerated Shake Out
- Erik Keller Scenario: Enterprise Resource Planning (ERP): Managing Complexity
- Myron Kerstetter Server Strategy: Setting the Scope
- Myron Kerstetter Solving Storage Issues for a Server Strategy
- Bill Keyworth Scenario: Network Systems Management (NSM)



Main Menu





K (con't)

- Tammy Kirk Help Desk: Issues, Tools and Outsourcing
- Bill Kirwin Scenario: Managing Distributed Computing (MDC)
- Ken Kleinberg Business Process Re-engineering: Tools and Technologies

П

- Al Lill Scenario: Multimedia (MM)
- Al Lill The Virtual Workgroup: Real-Time Collaboration
- Bruce Love Data Mining in an MPP Environment: Case Studies
- Carter Lusher Support Strategies: Doing More With Less



Main Menu





M

- Skip MacAskill Building Physical Network Infrastructures
- Bill Malik The Complexity of Distributed Systems Management
- Bill Malik Client/Server Security Trends and Directions
- Colleen McCormick Help Desk: Issues, Tools and Outsourcing
- David McCoy Document Imaging in the Information Age
- Ken McGee Information Superhighways: What a Difference a Year Makes
- Paul McGuckin Server Deployment
- Paul McGuckin Midrange Server Vendors: An In-depth Analysis
- Paul McGuckin Scenario: Midrange Computing Strategies (MCS)



Main Menu





M (con't)

- Bill McNee Asset Management Keynote: Pay Me Now or Pay Me Later
- Liz Melcher Next Generation Architectures: The Role of Standards
- Art Mesher Scenario: Distribution and Logistics Strategies
- Julie Morse Sales Force Automation Implementation Strategies: Finding the High Road
- Gil Mott Real Decisions Scenario: The Key Competitive Data Center Weapon of the Future: Benchmarking
- Martin Muoto Database Marketing: Using IT to Enhance Customer Relationships

E

• Alexander Pasik — The Future of Information Technology Architectures



Main Menu





P (con't)

- Tony Percy Scenario: Software Management Strategies (SMS)
- Mike Pinckney Personal Computing Application Software: The Shift From Personal Productivity to Enterprise Platform
- Jamie Popkin Integrated Document Management
- Jamie Popkin Scenario: Integrated Document and Output Management (IDOM): The Documents Assumes its New Role in the Enterprise

R

- John Radcliffe Relational Database: Scaling Up to the Enterprise?
- Gene Raphaelian Human Resource Issues in the IT Transition
- Barbara Reilly Components of an Electronic Commerce Plan: Extending the Enterprise



Main Menu





R (con't)

- Barbara Reilly Electronic Commerce: Measuring the Business Value
- Howard Richmond Scenario: High Performance Computing (HPC)
- Howard Richmond High Performance Computing's Commercial Impact
- Jack Ross Real Decisions Scenario: Benchmarking for the CIO
- William Rosser IT Architecture: Handcuffs or Helpful Guide?

S

- Kevin Schick Your Legacy Systems: The Key to Client/Server
- Jeff Schulman Software Architecture for the Year 2000
- Roy Schulte Middleware and Three-Tier Architectures
- James Seay Hardware Procurement and Negotiation Strategies



Main Menu





S (con't)

- Tom Shipley Organized for Internal Market Demands: The Portfolio of IT Service Businesses
- Jim Sinur Maximizing Client/Server Applications Through Effective Design
- David Smith Component Software: The Next Battle for Architectural Control
- Peter Sondergaard Telecommuting: Extending the Workplace
- Mark Specker Selecting Intel-based Servers
- Bart Stanco Voice/Call Processing: Ready or Not for Client/Server
- Igor Stenmark Distributed Systems Management: Will Order Emerge From Chaos?



Main Menu





S (con't)

- Bruce Stewart Scenario: Industry Service (IS): Are You Being Served?
- Bruce Stewart The Economic Contribution of IT: From "What Does This Cost?" to "Where's the Value?"
- Kevin Strange Data Warehouse: Once It's Built, Can It Be Managed?
- Kevin Strange Can a Data Warehouse Initiative be Justified?

- David Taylor Managing Cybershops: Tools and Techniques
- David Taylor Scenario: Electronic Commerce Strategies (ECS)
- Rita Terdiman Outsourcing Trends: From IS Replacement to IT Enhancement



Main Menu





T (con't)

• Wayne Thompson — Telecommuting: Extending the Workplace

٧

- Mike Vargo Scenario: Equipment Asset Management (EAM)
- Mike Vargo Selecting Asset Management Service Providers
- Sanjeev Varma Object Warehouses

W

- Bob Waldman Real Decisions Scenario: Moving from Chaos to Order in Applications Benchmarking
- Bill Walton Real Decisions Scenario: Benchmarking Your Distributed Computing Environment: Managing the Unmanageable



Main Menu





W (con't)

- Terry Waters Scenario: The IT Executive Program (ITEP): The CIO Perspective on IT Stakeholders
- Mike West Object Technology: A Manager's View
- Vic Wheatman Electronic Commerce on the Information Superhypeway
- David Whitten Scenario: Office Information Systems (OIS)
- Brent Williams Workgroup Application Development Technologies
- Scott Winkler The Server Operating Systems Battleground
- Scott Winkler Microsoft: Can It Do it All?



Main Menu





Ζ

- Eric Zbikowski Real Decisions Scenario: IT Benchmarking: The Vision of Tomorrow
- Mike Zboray The Impact of the Internet on Network Security



Main Menu



• index





• title		
Α	В	С
D	Е	F
G	Н	- 1
L	M	N
0	Р	R
S	Т	U/V
	W/Y	





help

This CD-ROM contains all of the presentations from Gartner Group's Symposium '95 Conference. To navigate to the presentation you would like to view, select an option by which to browse the presentations (by track, day & time, title, or presenter) and page through the list using the controls at the bottom of the page. You may also use our index to find a presentation by selecting that option in the control panel.

Once you've reached the desired presentation, simply click on the presentation title to open the document. From there, you can view the entire document or print any or all pages from the presentation. To return to this navigation document, simply close the presentation or move it to the background.

Full text searches may be performed with Adobe's Acrobat Exchange LE using the sym95.pdx file on this CD-ROM. Please see the help files installed with Exchange for more information on how to perform searches.

Main Menu