

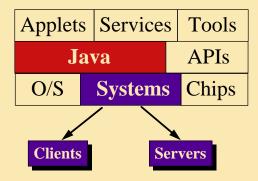


Server Evolution in the Java[™] Paradigm

Dennis Tsu Director, Internet Product Marketing, SMCC



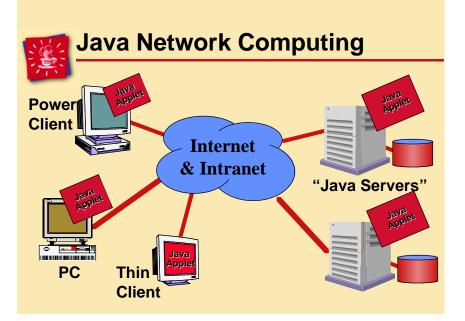
Java Infrastructure

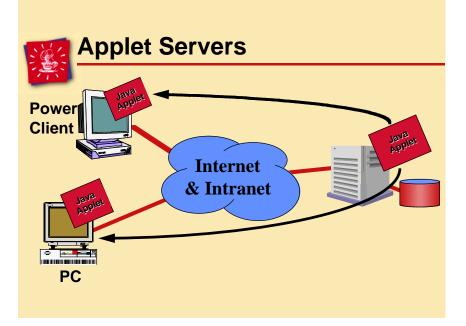




Agenda

- Introduction/Objectives
- Java Network Computing
- Applet "Servers"
- Thin Client "Servers"
- Applet "Catchers"
- Competitive Landscape
- Summary

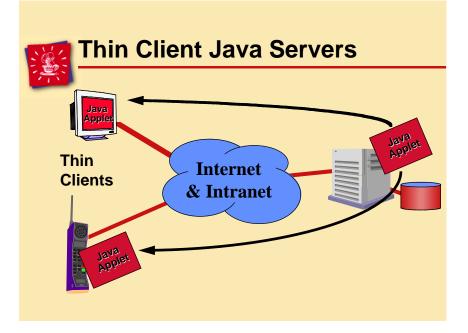






Applet Servers

- Key Requirements
 - performance, scaleability
 - reliability (RAS)
 - ease-of-use, manageability
 - integration with applet authoring, creation tools
- Products are shipping today
- Next Steps
 - more, better, cheaper, faster...





Thin Client Expectations

- Multiple "thin clients" will ship in CY96:
 - "network computer"
 - cellular phone
 - 3270 replacement
 - set top box
 - PDAs
 - tablets
 - etc....

黨

Java Server for Thin Clients

- Support for the client at "power up"
 - providing the necessary information/software
 - will vary based on clients' capabilities
- Operational support
 - Performance
 - Tracking status (State machine)
- NMS
 - reporting
 - billing
 - etc.

黨

Java Server for Thin Clients

- Configuration/Performance
 - will vary based on number/type of clients
 - anticipate a range of needs
- Minimal system target
 - -10 clients (@\$800) = \$8k
 - -1 server = \$4k to \$5k ?
- Large system target
 - -1000 clients (@\$600) = \$60k
 - -1 server = \$40k to \$60k?



Thin Client Java Server Phase One Features

Client Installation

- Assign Network ID
- Assign default application
- Assign client State Files
- Client Administration
 Facilities
 - Client Statistics
 - User Statistics
 - Network Statistics

User Administration

- Add/Modify/Delete Users
- Assign default home page
- Assign User State Files
- Boot Facilities
 - Installation and Administration of Boot Images
 - Boot Protocol Support

灙

Thin Client Java Server Stage 2 & beyond

- Intermittently connected clients
 - keep state information for clients who may only log on for minutes per day
 - clients may also process applets while they are disconnected
- Roaming, nomadic clients
 - track clients across the network, maintain linkages to the appropriate server/applets/data



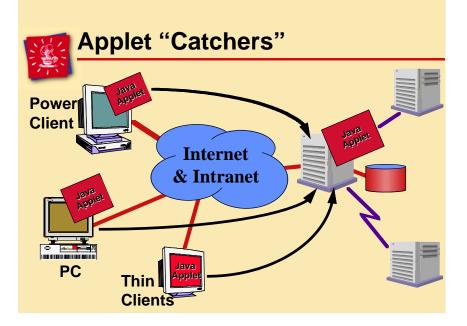
Thin Client Java Server Potential Customers/Applications

- Financial Services Institutions
- Health Care Industry
- Telco's
- Publishers
- Cellular Data Services Providers
- CATV Companies
- Maintenance Workers/Mechanics
- Package Delivery/Distribution/Postal Services
- Governmental Agencies
- Java applet distribution



Thin Client Servers

- Key Requirements
 - performance/scaleability
 - network connectivity
 - security, ease of use
 - integration with clients
 - reliability (RAS)
 - manageability
- Product Availability
 - in conjunction with thin clients





Applet Catchers

- Key Requirements
 - performance, scaleability
 - connectivity
 - reliability
 - manageability
 - security, ease of use
 - ease of applet creation
 - legacy application connectivity
- Product Availability CY97



Competitive Landscape

- Java endorsed by everyone
- Hot market, highly competitive
- Internet years = dog years
- > 6 thin clients by year end
- Java Server Selection:
 - Hardware vs. Software vs. Bundles
 - Single vendor vs. multi-vendor
 - Open vs. Proprietary

灐:

Summary

- CY96 = applet servers (today) & thinclient servers (by year-end)
- CY97 = applet catchers
- Competitive differentiators:
 - performance, scaleability
 - network awareness, connectivity
 - degree of integration, ease of use
 - security, management
 - reliability, availability, serviceability

