ASP News Review

The month in review

April 2000 was a month of expectant consolidation for the ASP industry. Established ASPs began to roll out marketing campaigns or partnerships, while both old and new platform vendors put final touches to new ASP infrastructure offerings. Meanwhile, the ASP Industry Consortium prepared to celebrate its first birthday in May.

As a supplement to this issue of the newsletter, ASPnews.com has published a draft excerpt from a new report scheduled for publication late next month. Called *Dawn of the application engine*, it was emailed separately last week to existing subscribers. It seeks to make new sense of the ASP landscape, and many of the findings in that document are echoed in the features in this issue.

We lead with Toolwire (page 9), a startup ASP that seems to exemplify the use of the model to go beyond merely delivering applications, taking advantage of the Internet computing environment to enable new business practices through cross-company collaboration and process automation.

Peoplesoft's new in-house ASP unit (page 10) provides a more traditional application, but still illustrates the increasing segmentation of the ASP stack into different pockets of expertise, this time within a single organisation. Segmentation is revisited in more technical terms when analysing Cisco's AIP model (pg 15).

Two startups from opposite ends of the market and of the globe - Entellium (pg 12) and Aspective (pg 13) - demonstrate a common focus on delivering new, Internet-enabled business capabilities to their customers.

Turning to technology trends, Ensim's story (pg 14) shows web-hosting techniques in action at enterprise ASP Aristasoft's data centre.

Finally, Novell's adaptation of its directory services technology to an Internet-centric computing environment (pg 16) creates new options for providers.

Next issue published Jun 12th.

Futurelink
Irvine CA, USA

Futurelink Apr 12th added database admin and management services by StrataSource. <o>

It announced Apr 18th that its first European data centre, based in Newbury UK, has gone live.

Legal action with founder Cameron Chell's new business interests, including provider C Me Run and several of its employees, was settled out of court, with no payments being made between the two companies.

EinsteiNet
Elmshorn, Germany

High-profile German small business ASP EinsteiNet announced Apr 19th its purchase of Computer Partner AG, a Munich-based IT solutions provider with 230 employees.

Netstore
Bracknell, UK

Netstore stock began trading in London Apr 19th at a small premium to its 150p per share placement price. It raised some £40m ($63m) in the placing, which valued the company at around £135m ($212m). <o>

CyLex Systems
Boca Raton FL, USA

CyLex Apr 10th added a new family of document management services to complement its existing scanning/archiving service. <o>

StrataSource
Irvine CA, USA

Management services provider StrataSource signed Futurelink as part of its strategy to ally with hosting providers. <o>

Agiliti
Minneapolis MN, USA

Agiliti Apr 18th Apr 25th announced signing up new professional services and IT provider partners <o>

New ASP launches

BlueMeteor *(Chicago IL, USA)* launched with $23.5m funding. It will offer a suite of dot-com business-to-business applications. <o>

DCH Health *(Dallas TX, USA)* Apr 18th launched PharmaLinx, an ASP service offering admin automation for pharmacies <o>.

eMake *(Richardson TX, USA)*, a subsidiary of USData, Apr 13th announced its suite of apps for make-to-order manufacturers, hosted at Data Return. <o>

EmployeeMatters *(Stamfod CT, USA)* launched its employee admin and HR service Apr 26th, naming a broad range of employee benefits providers as partners.

ePeachtree *(Atlanta GA, USA)*, a Web-based service by smallbiz accounting vendor Peachtree Software, launched Apr 24th.

Everypath *(Santa Clara CA, USA)*, with backing from Engage Ericsson, HP, iGo, Intel Sun and Visto, launched its wireless-enabling ASP service for enterprise websites Apr 5th.

Kurion *(Austin TX, USA)* launched its website personalisation solution Apr 18th, with Hoover's Online as the first live user.

Nuasis *(San Jose CA, USA)* Apr 4th launched its mixed voice, email and web Internet contact centre service.

Presenter.com *(San Jose CA, USA)* launched its live online Powerpoint presentation service Apr 5th.

ShipLogic *(Hudson OH, USA)* launched with $15m funding Apr 4th. Its transportation management service is due to go live in June.

Toolwire *(Santa Clara CA, USA)* launched Apr 17th, offering online tools and software for electronics component designers (see separate feature) <o>.

trustedanswer.com *(Sunnyvale CA, USA)*, a new hosted customer service and support venture by Amdahl, launched Apr 11th.

EC-Gate
Amsterdam, The Netherlands & Toronto, Canada

Teaming with mobile telecoms giant Ericsson and wireless venture Telefort, EC-Gate added wireless access to its hosted vertical marketplace offering. <o>

LightPC.com
New York NY, USA

Consumer-focussed Citrix partner ASP announced a $10.7m funding round Apr 4th

Consortium
Wakefield MA, USA

The ASP Industry Consortium Apr 16th announced plans for a best practice awards scheme, branded ASPire. <o>

Eltrax Systems
Atlanta GA, USA

Eltrax Apr 3rd closed a $13m private placement to continue development of its ASP operation and since reported recruiting 35 more staff for the division. <o>

Company chairman William O'Reilly took over the reins of the company after CEO Dan Hallacy stepped down.

Andersen Consulting
New York NY, USA

Andersen Consulting said Apr 26th it will set up an e-procurement joint venture ASP with Sun Microsystems, majority owned by its venture capital unit, AC Ventures. <o>