

WINTERGREEN RESEARCH, INC.

**Portal Software Market Opportunities, Strategies, and
Forecasts, 2004 to 2009**

Portal Software



Picture by Susie Eustis

MOUNTAINS OF OPPORTUNITY

**WinterGreen Research, Inc.
Lexington, Massachusetts**

www.wintergreenresearch.com

REPORT # SH29821332

285 PAGES

104 TABLES AND FIGURES

2004

\$2,800

CHECK OUT THESE KEY TOPICS

ENTERPRISE PORTAL MARKET SHARES
ENTERPRISE PORTAL MARKET FORECASTS
PORTAL MARKET DRIVING FORCES

Communities of Practice

Enterprise Portals

Knowledge Management

BUSINESS INTELLIGENCE SOFTWARE

ENTERPRISE PORTAL PRODUCT USES

PARALLEL PORTAL ENGINE

ENTERPRISE PORTAL CORE BENEFITS

WEB SERVERS ARCHITECTURE

NETWORK PROTECTIONS

EXTENSIBLE PLATFORM

CONTENT VERSIONING

ENTERPRISE PORTAL SERVICES

ACCELERATE TIME-TO-BENEFIT

OPPORTUNITY ABOUND

WinterGreen Research, Inc.

Lexington, Massachusetts

www.wintergreenresearch.com

Portal Software Market Opportunities, Strategies, and Forecasts, 2004 to 2009

Portals provide the basics for information access functionality. Content management, search, personalization, lightweight applications, and lightweight systems architecture are provided. Portals are evolving a robust architecture with enterprise capabilities, a robust framework to integrate applications, collaborative features, and wireless support.

Business users of portals need to access multiple systems. Content sources use portals in order to locate the information required for decision-making. Companies need to be able to expose critical corporate data and services to their extended community in a timely and secure fashion.

The portal market driving forces are evolving from demand for collaboration and business process efficiency. Automation of business processes ultimately relates to access to electronic information through a portal. Unless the information about a business is accessible, it is not useful. Portals provide flexible access.

Business Process Management (BPM) has evolved as a way to measure portal effectiveness. Portals are being positioned as a way to participate in optimizing the existing clerical processes.

Portal vendors are targeting fundamental business process changes. Portals impact the way the organization delivers products and services. Business process portals are being installed to implement a strategic vision of change management. Portals support business skills to deliver information inside the enterprise to different groups and to partners and distributors.

The focus is on information worker productivity. Portals are one key to unlocking tangible benefits from this area. Portals implement secure access to information located in a range of different places.

Enterprise portal market leaders are IBM WebSphere, SAP Enterprise Portal, and Microsoft SharePoint.

The market for enterprise portals at \$278 million in 2003 is expected to grow to \$1.2 billion by 2009. Large enterprise customers need basic information access and formatting functions provided by enterprise portal systems.

Companies Profiled

Market Leaders

IBM
SAP
Microsoft
Plumtree Software
Tibco
Sybase

Other Market Participants

Chinasoft
EMC/Documentum
EPRO – Systems
Interwoven
Viador
WebMethods

Corechange
Epicentric
Hinge Software Co., Ltd
TopTier
Vitria

Portal Software Strategies and Forecasts, 2004-2009

REPORT METHODOLOGY

THIS IS THE *TWO-HUNDRED AND TWELVTH* REPORT IN A SERIES OF MARKET RESEARCH REPORTS THAT PROVIDE FORECASTS IN COMMUNICATIONS, TELECOMMUNICATIONS, THE INTERNET, COMPUTER, SOFTWARE, AND TELEPHONE EQUIPMENT. THE PROJECT LEADERS TAKE DIRECT RESPONSIBILITY FOR WRITING AND PREPARING EACH REPORT. THEY HAVE SIGNIFICANT EXPERIENCE PREPARING INDUSTRY STUDIES. FORECASTS ARE BASED ON PRIMARY RESEARCH AND PROPRIETARY DATA BASES. FORECASTS REFLECT ANALYSIS OF THE MARKET TRENDS IN THE SEGMENT AND RELATED SEGMENTS. UNIT AND DOLLAR SHIPMENTS ARE ANALYZED THROUGH CONSIDERATION OF DOLLAR VOLUME OF EACH MARKET PARTICIPATION IN THE SEGMENT. INSTALLED BASE ANALYSIS AND UNIT ANALYSIS IS BASED ON INTERVIEWS AND AN INFORMATION SEARCH. MARKET SHARE ANALYSIS INCLUDES CONVERSATIONS WITH KEY CUSTOMERS OF PRODUCTS, INDUSTRY SEGMENT LEADERS, MARKETING DIRECTORS, DISTRIBUTORS, LEADING MARKET PARTICIPANTS, OPINION LEADERS, AND COMPANIES SEEKING TO DEVELOP MEASURABLE MARKET SHARE. OVER 200 IN DEPTH INTERVIEWS ARE CONDUCTED FOR EACH REPORT WITH A BROAD RANGE OF KEY PARTICIPANTS AND INDUSTRY LEADERS IN THE MARKET SEGMENT.

YOU MUST HAVE THIS STUDY

Portal Software Market Opportunities, Strategies, and Forecasts, 2004 to 2009

Table of Contents

PORTAL SOFTWARE EXECUTIVE SUMMARY

PORTAL SOFTWARE EXECUTIVE SUMMARY	ES-1
Portal Market Driving Forces	ES-1
In-House Portal Products	ES-2
Improving Business Processes With Portals	ES-2
Enterprise Portal Market Shares	ES-3
Enterprise Portal Market Forecasts	ES-4

PORTAL SOFTWARE MARKET DYNAMICS AND MARKET DESCRIPTION

1. PORTAL SOFTWARE MARKET DYNAMICS AND MARKET DESCRIPTION	1-1
1.1 Portals	1-1
1.2 Access To Multiple Systems	1-2
1.3 Portal Software Exists In A Larger Context Of Enterprise IT Systems	1-8
1.3.1 Portlets Implement Functionality Without Programming	1-9
1.3.2 Portal Extends The Reach Of An Enterprise	1-9
1.4 Enterprise Portals	1-11
1.4.1 Platform For Delivering Web Applications	1-11
1.4.2 Portal Advanced Security	1-12
1.5 Knowledge Management	1-13
1.5.1 Content Management	1-13
1.5.2 Revenue And Fiscal Management	1-15
1.6 Communities of Practice	1-16
1.6.1 Leveraging The E-Workplace	1-16
1.6.2 E-Business Portals	1-17
1.6.3 Single Web Destination	1-17
1.6.4 Personalized Page	1-18
1.6.5 Portals Enhance Customer Service	1-19
1.7 Multiple Portlet Application Control	1-20
1.8 Business Intelligence Software	1-21
1.8.1 Access To Unstructured Data	1-21
1.9 Impact of the Internet	1-22
1.9.1 Internet Delivery of Audio and Video Content	1-23
1.9.2 Restructuring the Network for Advanced Multimedia Services	1-23
1.9.3 Hosted Applications	1-24
1.10 Convergence Of Voice And Data	1-24
1.11 Enterprise Portal Product Uses	1-25
1.11.1 Track Demographic Information and User Preferences	1-26
1.11.2 Enterprise Uses	1-26
1.12 Web Content Management Software	1-27
1.13 Server Systems	1-27
1.14 Enterprise Portals Core Benefits	1-27

1.15	Universal Connectivity To Information	1-29
1.16	Dynamic Access	1-30
1.17	Enterprise Portal Services	1-31
1.18	Building a Competitive Workforce	1-32
1.19	Extending the Enterprise to Partners and Customers	1-34
1.20	Accelerate Time-to-Benefit	1-34
1.21	Leveraging Existing Technology Investment	1-35

PORTAL SOFTWARE MARKET OPPORTUNITIES, AND MARKET FORECASTS

2. PORTAL SOFTWARE MARKET OPPORTUNITIES AND MARKET FORECASTS	2-1
2.1 Portal Market Driving Forces	2-1
2.1.1 In-House Portal Products	2-2
2.1.2 Improving Business Processes With Portals	2-2
2.1.3 Enterprise Content Management, Web Content, And Portal Converging	2-3
2.1.4 Evolving Portal Market	2-4
2.1.5 Portals at the Center of E-Business Strategy	2-5
2.1.6 Enterprise Portal Strategy	2-6
2.1.7 Basic Enterprise Portal Capability	2-12
2.2 Enterprise Portal Market Shares	2-12
2.3 Enterprise Portal Market Forecasts	2-15
2.4 Pricing Analysis	2-17
2.4.1 Number Of Portal Licenses	2-18
2.5 Enterprise Portal Market Trends	2-19
2.5.1 Enterprise Portals For Back End Systems	2-21
2.5.2 Enterprise Portals for Front End Systems	2-22
2.5.3 Enterprise Portals for Customer Service	2-23
2.5.4 Partner Business Drivers	2-24
2.5.5 Business Process Integration	2-25
2.5.6 Integration of Business Processes	2-27
2.5.7 Business Process Management for Back End Systems	2-27
2.5.8 Business Process Integration	2-30
2.6 BPM Market Participants	2-32
2.6.1 Integration of Business Processes	2-33

PORTAL SOFTWARE PRODUCT DESCRIPTION

3. PORTAL SOFTWARE PRODUCT DESCRIPTION	3-1
3.1 Enterprise Portal Product Positioning	3-1
3.2 IBM WebSphere Portal	3-2
3.2.1 IBM WebSphere Multi-Platform Portals	3-4
3.2.2 IBM WebSphere Portal Employee Productivity	3-9
3.2.3 IBM WebSphere Portal Tools And Components	3-11
3.2.4 IBM WebSphere Multi-Platform Portal Extend	3-12
3.2.5 IBM My Lotus Team Workspaces	3-12
3.2.6 IBM Web Conferencing Portlet	3-13
3.2.7 IBM Integrated Web Portal	3-14
3.2.8 IBM WebSphere Portal Resilient Infrastructure For High Availability	3-17
3.2.9 IBMWebSphere Portal Core Portlet For XML	3-20
3.2.10 IBM Workplace, Knowledge Base, And Content Management Services	3-21
3.2.11 IBM On Demand Workplace	3-22
3.3 Sap	3-23
3.3.1 SAP Portal for Unified Applications, Information, Services	3-23

3.3.2	mySAP Enterprise Portal	3-24
3.3.3	SAP Solutions for Industrial Manufacturing	3-28
3.3.4	SAP Vertical-Industry Portal Solutions for Small and Midsize Manufacturing Companies	3-29
3.4	Plumtree Product Strategy	3-30
3.4.1	Plumtree Software Enterprise Web Suite	3-31
3.4.2	Plumtree Web Applications Catalog	3-34
3.4.3	Plumtree Service-Oriented Portal Applications	3-35
3.4.4	Plumtree Enterprise Products	3-39
3.4.5	Plumtree Enterprise Web products	3-39
3.4.6	The Plumtree Corporate Portal	3-40
3.4.7	Plumtree Integration Web Services	3-41
3.4.8	Plumtree Server Products	3-43
3.4.9	Plumtree Collaboration Server	3-43
3.4.10	Plumtree Search Server	3-44
3.4.11	Plumtree Studio Server	3-45
3.4.12	Plumtree Wireless Device Server	3-46
3.5	BEA	3-46
3.5.1	BEA Portlets	3-47
3.5.2	BEA WebLogic Portal	3-47
3.5.3	Portals Comprised Of Individual Components	3-48
3.5.4	Anatomy of a Portal	3-48
3.5.5	XML File References	3-49
3.5.6	BEA Layouts	3-50
3.5.7	WebLogic Portal Flexible Framework	3-50
3.5.8	BEA WebLogic Portal Architecture	3-51
3.5.9	BEA WebLogic Portal Security Delegated Administration and Entitlements	3-51
3.5.10	Multichannel Support For BEA WebLogic Portals	3-52
3.5.11	BEA WebLogic Portal / Content Management	3-52
3.5.12	BEA WebLogic Portal Personalization	3-52
3.6	Tibco Portal Product Descriptions	3-57
3.6.1	Tibco Software Enterprise Portals	3-58
3.6.2	Tibco Portal Positioning	3-59
3.6.3	Tibco PortalBuilder™	3-59
3.6.4	E-Business Portal Created With Tibco PortalBuilder	3-61
3.6.5	Tibco PortalPack Enterprise Dashboards	3-67
3.6.6	Tibco PortalPack for Oracle Applications	3-70
3.6.7	Tibco Real-Time Portal Business Innovation	3-74
3.7	webMethods Portal	3-76
3.7.1	webMethods portal Personalized access to relevant information	3-77
3.7.2	WebMethods Portal Composite Application Development	3-79
3.8	Sybase Enterprise Portal	3-83
3.8.1	Sybase Enterprise Portal Open And Scalable Portal Framework	3-84
3.8.2	Sybase Enterprise Portal Information Edition	3-85
3.8.3	Sybase Portal Enterprise Edition	3-85
3.8.4	Sybase Enterprise Portal Solutions To Meet HIPAA Compliance Requirements	3-87
3.8.5	Sybase Enterprise Portal Components	3-89
3.8.6	Sybase Application Builder	3-92
3.8.7	Sybase Portal Interface	3-93
3.8.8	Sybase Secure Access	3-94
3.8.9	Portal Studio	3-94
3.8.10	Sybase Portlet Builder	3-95
3.8.11	Sybase Search and Categorization	3-96

WINTERGREEN RESEARCH, INC.

3.8.12	Sybase Portal Dynamic Reasoning Search Engine	3-101
3.8.13	Sybase Portal User Agent Server	3-103
3.9	Microsoft Portal	3-104
3.9.1	Microsoft SharePoint Portal Server	3-104
3.9.2	Microsoft Windows SharePoint Services	3-106
3.9.3	Microsoft Connect Collaborative People and Spaces	3-106
3.10	Peoplesoft Enterprise Portal	3-107
3.11	Vignette Portal	3-112
3.11.1	Vignette® V7 Portal Services	3-113
3.11.2	Vignette Portal Products	3-114
3.11.3	Vignette Portal Suites	3-114
3.12	Interwoven	3-115
3.12.1	Interwoven Enterprise Portal Content Management	3-115
3.12.2	Interwoven Enterprise Portal Business Benefits	3-115
3.12.3	Interwoven Enterprise Portal Key Capabilities	3-117
3.13	Documentum Portal Partnering Strategy	3-118
3.14	Siebel	3-119
3.15	Viador	3-119
3.15.1	Viador Sentinel	3-120
3.15.2	Viador E-Business Intelligence	3-120
3.15.3	Viador Partnership With IBM	3-121

PORTAL SOFTWARE TECHNOLOGY

4. PORTAL SOFTWARE TECHNOLOGY	4-1	
4.1	Portal Technology	4-1
4.2	Parallel Portal Engine	4-1
4.3	Web Services Architecture	4-3
4.3.1	Time-outs	4-4
4.3.2	Load-Balancing	4-4
4.3.3	Secure Sockets Layer	4-4
4.3.4	Web Services Architecture	4-5
4.4	Software File Distribution	4-5
4.5	Fault Tolerance Capabilities	4-5
4.6	Network Protections	4-8
4.7	Ubiquitous Access	4-8
4.8	Key Benefits of Using Portal Technology	4-9
4.9	Massively Parallel Portal Engine	4-14
4.10	Extensible Platform	4-15
4.11	Focused View of the Business	4-15
4.12	Scalable Web Content Management Solution	4-16
4.13	Collaboration	4-16
4.14	Content Versioning	4-17
4.14.1	Whole-Site Versioning	4-17
4.14.2	Concurrent Development	4-18

PORTAL SOFTWARE COMPANY PROFILES

5. PORTAL SOFTWARE COMPANY PROFILES	5-1	
5.1	ChinaSoft	5-1
5.2	Corechange	5-2
5.3	EMC / Documentum,	5-2
5.3.1	EMC Acquires Documentum	5-2

5.3.2	Documentum Positioning	5-5
5.3.3	Documentum Revenue	5-7
5.3.4	Documentum Strategic Acquisitions	5-12
5.3.5	Documentum / Verity	5-13
5.4	Epicentric	5-14
5.5	EPRO Systems	5-14
5.6	Hinge Software Co., Ltd	5-15
5.7	IBM	5-15
5.7.1	IBM Revenue	5-17
5.7.2	IBM Third-Quarter 2003 Revenues	5-23
5.7.3	IBM Third-Quarter 2003 Revenues Software	5-25
5.7.4	IBM® DB2® Content Manager	5-27
5.7.5	IBM Lotus Workplace Web Content Management	5-28
5.7.6	IBM On-Demand Supply Chain	5-28
5.7.7	IBM Acquires Holosofx	5-29
5.7.8	IBM / PricewaterhouseCoopers Consulting	5-30
5.7.9	IBM Acquires Rational Software	5-30
5.7.10	IBM Acquires Trigo	5-33
5.8	Interwoven	5-33
5.8.1	Interwoven Software Platform	5-35
5.8.2	Interwoven Content Management Product Suite	5-36
5.8.3	Interwoven Partners	5-36
5.8.4	Interwoven Customers	5-38
5.8.5	Interwoven Revenue	5-39
5.8.6	Interwoven Regional Revenues:	5-41
5.8.7	Interwoven / iManage / Merger	5-43
5.8.8	Interwoven Application Server Partners	5-44
5.9	Plumtree Software	5-46
5.9.1	Plumtree Software Revenue	5-47
5.9.2	Plumtree Products	5-48
5.10	SAP	5-50
5.10.1	SAP Technology Platform SAP NetWeaver™	5-51
5.10.2	SAP Integration And Application Platform	5-51
5.11	Sybase	5-52
5.11.1	Sybase Enterprise Portal	5-53
5.11.2	Sybase Solutions	5-54
5.11.3	Sybase Vertical Portal Solutions	5-55
5.12	Tibco	5-56
5.12.1	Tibco Software Revenue	5-57
5.12.2	Tibco Key Customers and Partners	5-58
5.12.3	Tibco / Praja Business Activity Monitoring Dashboard Acquisition	5-59
5.13	TopTier	5-60
5.14	Viador	5-60
5.14.1	Viador Business Intelligence (BI)-Portal Tools	5-61
5.14.2	Viador Revenue	5-62
5.14.3	Viador BI-Portal Suite In Chinese	5-62
5.15	Vitria	5-63
5.15.1	Vitria Revenue	5-64
5.15.2	Vitria Customers	5-64
5.15.3	Vitria Healthcare Solutions	5-65
5.16	WebMethods	5-66
5.16.1	WebMethods Revenue	5-68

5.16.2	WebMethods Customer Base	5-69
5.16.3	Government WebMethods	5-71

List of Tables and Figures**PORTAL SOFTWARE EXECUTIVE SUMMARY**

Table ES-1	ES-1
Portal Market Driving Forces	
Figure ES-2	ES-4
Worldwide Business Process Management Market Shares Dollars, 2003	
Figure ES-3	ES-5
Worldwide Portal Software Market Forecasts, Dollars, 2004-2009	

PORTAL SOFTWARE MARKET DYNAMICS AND MARKET DESCRIPTION

Table 1-1	1-1
Portal Functions	
Table 1-2	1-3
Portal Access To Multiple Systems	
Table 1-3	1-4
Portal Component Productivity Functions	
Table 1-4	1-5
Portal Document Management Features	
Table 1-5	1-6
Portal Functions To Improve Productivity	
Table 1-6	1-6
Portal Presentations To Improve Productivity	
Table 1-7	1-7
Portal Basic Functions	
Table 1-8	1-10
Portal Application Integration Functions	
Table 1-9	1-18
Enterprise Portal Positioning	
Table 1-10	1-29
Portal Connectivity	
Table 1-11	1-31
Enterprise Portal Project Definition Services	
Table 1-12	1-32
Enterprise Portal Project Definition Services	

PORTAL SOFTWARE MARKET OPPORTUNITIES, AND MARKET FORECASTS

Table 2-1	2-1
Portal Market Driving Forces	
Table 2-2	2-6
Portal E-Business Strategy	
Table 2-3	2-8
Enterprise Portal Strategic Positioning	
Table 2-4	2-9
Enterprise Portal Component Integration Strategy	
Table 2-5	2-10
Benefits of Enterprise Portals	
Table 2-6	2-12
Basic Enterprise Portal Capability	

Figure 2-7	2-13
Worldwide Business Process Management Market Shares, Dollars, 2003	
Table 2-8	2-14
Worldwide Portal Market Shares, Dollars, 2003	
Figure 2-9	2-16
Worldwide Portal Software Market Forecasts, Dollars, 2004-2009	
Table 2-10	2-17
Worldwide Portal Market Forecasts, Dollars, 2004-2009	
Table 2-11	2-20
Networked Business Systems Integration	
Table 2-12	2-21
Business Benefits of Enterprise Portals	
Table 2-13	2-22
Enterprise Back End System Advantages from Enterprise Portals	
Table 2-14	2-23
Enterprise Market Advantages from Enterprise Portals	
Table 2-15	2-25
Integration Targeted To B2B and Exchanges	
Table 2-16	2-26
Business Process Integration Advantages	
Table 2-17	2-28
Business Benefits of Business Process Management	
Table 2-18	2-29
Enterprise Back End System Advantages from Business Process Management	
Table 2-19	2-31
Business Process Integration Advantages	
Figure 2-20	2-34
Worldwide Business Process Management Market Shares, Dollars, 2003	
Table 2-21	2-35
Worldwide Business Process Management (BPM) Market Shares, Dollars, 2003	

PORTAL SOFTWARE PRODUCT DESCRIPTION

Table 3-1	3-3
IBM Portal Positioning	
Table 3-2	3-4
IBM WebSphere Portals	
Table 3-3	3-5
IBM WebSphere Portal for Multi-platform Benefits	
Table 3-4	3-6
IBM WebSphere Portal Uses	
Table 3-5	3-8
IBM WebSphere® Portal Enable Communication Enhancer	
Table 3-6	3-10
IBM WebSphere Portal Employee Productivity Features	
Table 3-7	3-11
WebSphere Portal Web services Features	
Table 3-8	3-14
IBM Integrated Web Portal Key Benefits	
Table 3-9	3-16
IBM WebSphere Software Portal Key Components	

Table 3-10	3-19
IBM Portal On Demand Business Benefits	
Table 3-11	3-20
IBM Portal On Demand Technology Benefits	
Table 3-12	3-24
SAP Portal Suite Components	
Table 3-13	3-25
mySAP Enterprise Portal Content Addressed	
Table 3-14	3-26
mySAP Enterprise Portal Tailors Content To Specific Job And Industry Needs	
Table 3-15	3-27
mySAP Enterprise Portal Functions	
Table 3-16	3-31
Key elements of Plumtree Enterprise Web Strategy	
Table 3-17	3-32
Plumtree Software Enterprise Web suite Features	
Table 3-18	3-33
Plumtree Software Enterprise Web suite Functions	
Table 3-19	3-37
Plumtree Enterprise Web Suite Function Modules	
Table 3-20	3-38
Plumtree Enterprise Web Developer Programs	
Table 3-21	3-39
Plumtree Enterprise Web products	
Table 3-22	3-42
Plumtree Types Of Integration Products	
Table 3-23	3-54
BEA WebLogic Portal Functions	
Table 3-24	3-55
BEA WebLogic Reusable Collaboration Portlets	
Table 3-25	3-56
BEA WebLogic Portlet Content And Tools	
Table 3-26	3-57
Tibco Product Segments	
Table 3-27	3-58
Tibco Enterprise Portal Systems for Supporting E-Business Models	
Table 3-28	3-60
Tibco PortalBuilder Process Support	
Table 3-29	3-61
Tibco PortalBuilder E-Business Portal Benefits	
Table 3-30	3-62
Tibco PortalBuilder E-Business Portal Functions	
Table 3-31	3-63
Tibco PortalBuilder E-Business Portal Features	
Table 3-32	3-65
Tibco PortalBuilder E-Business Architecture	
Table 3-33	3-66
Tibco PortalBuilder E-Business Platforms	
Table 3-34	3-68
Tibco PortalPack Benefits	
Table 3-35	3-69
Tibco PortalPack Software Products	

Table 3-36	3-71
Tibco PortalPack for Oracle Application Benefits	
Table 3-37	3-72
Tibco PortalPack for Oracle Application Key Features	
Table 3-38	3-73
Tibco PortalPack for Oracle Application Available Categories	
Table 3-39	3-76
Tibco Portal Benefits	
Table 3-40	3-78
WebMethods Presents unified view of the enterprise to constituents	
Table 3-41	3-79
WebMethods Portal Composite Application Development Functions	
Table 3-42	3-81
WebMethods Portal Composite Application Development Benefits	
Table 3-43	3-82
WebMethods Portal Composite Application Development Features	
Table 3-44	3-86
Sybase Portal Enterprise Edition Features	
Table 3-45	3-88
Sybase Enterprise Portal HIPAA Solutions Key Advantages	
Table 3-46	3-89
Sybase Enterprise Portal HIPAA Solutions Benefits	
Table 3-47	3-90
Sybase Enterprise Portal Components	
Table 3-48	3-91
Sybase Enterprise Portal Interface Components	
Table 3-49	3-92
Sybase Portal studio features	
Table 3-50	3-97
Sybase Enterprise Portal Organizational Capabilities	
Table 3-51	3-98
Sybase Enterprise Portal Support For Formats	
Table 3-52	3-102
Sybase Dynamic Reasoning Search Engine Functions	
Table 3-53	3-103
Sybase Portal User Agent Server Personalization Services	
Table 3-54	3-108
PeopleSoft Enterprise Portal Platform Positioning	
Table 3-55	3-109
PeopleSoft Enterprise Portal Features	
Table 3-56	3-110
PeopleSoft Enterprise Portal Functions	
Table 3-57	3-111
PeopleSoft Enterprise Portal Granular Features	
Table 3-58	3-116
Interwoven Enterprise Portal Business Benefits	
Table 3-59	3-117
Interwoven Enterprise Portal Key Capabilities	

PORTAL SOFTWARE TECHNOLOGY

Table 4-1	4-2
Parallel Portal Engine Features	
Table 4-2	4-7
Portal Quality of Service (QoS) Technologies	
Table 4-3	4-10
Key Benefits of Using Portal Technology	
Table 4-4	4-11
Technology Benefits of Using Portals	
Table 4-5	4-12
Portal Module Based Architecture Functions	
Table 4-6	4-13
Portal Interfaces in Standard Format Functions	

PORTAL SOFTWARE COMPANY PROFILES

Table 5-1	5-16
IBM Strengths and Challenges	
Table 5-2	5-37
Combined BEA WebLogic Enterprise Platform And Interwoven Open Content Platform Benefits	
Table 5-3	5-67
WebMethods Integration Software Positioning	

ABOUT THE COMPANY

WINTERGREEN RESEARCH, HAS A UNIQUE RESEARCH STRATEGY THAT RELATES TO IDENTIFYING MARKET TRENDS THROUGH READING AND INTERVIEWING OPINION LEADERS. BY READING THE ELECTRONIC EQUIVALENT OF 40 FEET OF PAPER, WINTERGREEN RESEARCH SENIOR ANALYSTS CAN LEARN A LOT MORE ABOUT MARKETS, A LOT FASTER THAN CAN BE LEARNED THROUGH EXPENSIVE SURVEYS AND FOCUS GROUPS. THINKING ABOUT MARKET TRENDS IS A HIGH PRIORITY AT WINTERGREEN RESEARCH. AS WITH ALL RESEARCH, THE VALUE PROPOSITION FOR COMPETITIVE ANALYSIS COMES FROM INTELLECTUAL INPUT.

IT IS A LUXURY REALLY, AVAILABLE TO ONLY A VERY FEW PEOPLE, TO BE ABLE TO GATHER INFORMATION, LOTS OF INFORMATION FROM READING MASSIVE AMOUNTS OF CONTENT, AND THEN TRYING TO MAKE SENSE OF THAT CONTENT. THE ABILITY TO THINK ABOUT MARKET TRENDS IS ENHANCED BY DOING IT OVER AND OVER FOR MANY DIFFERENT MARKETS. THAT IS WHAT WINTERGREEN RESEARCH IS ALL ABOUT: READING AND THINKING IS AN ESSENTIAL ASPECT OF COMPETITIVE ANALYSIS. TALKING TO OPINION LEADERS IS THE THIRD ESSENTIAL ASPECT OF PRODUCING GOOD, RELIABLE DATA.

WINTERGREEN RESEARCH, FOUNDED IN 1985, PROVIDES STRATEGIC MARKET ASSESSMENTS IN TELECOMMUNICATIONS, COMMUNICATIONS EQUIPMENT, HEALTH CARE, INTERNET AND ADVANCED COMPUTER TECHNOLOGY. INDUSTRY REPORTS FOCUS ON OPPORTUNITIES THAT EXPAND EXISTING MARKETS OR DEVELOP MAJOR NEW MARKETS. THE REPORTS ASSESS NEW PRODUCT AND SERVICE POSITIONING STRATEGIES, NEW AND EVOLVING TECHNOLOGIES, AND TECHNOLOGICAL IMPACT ON PRODUCTS, SERVICES, AND MARKETS. MARKET SHARES ARE PROVIDED. LEADING MARKET PARTICIPANTS ARE PROFILED, AND THEIR MARKETING STRATEGIES, ACQUISITIONS, AND STRATEGIC ALLIANCES ARE DISCUSSED. THE PRINCIPALS OF WINTERGREEN RESEARCH HAVE BEEN INVOLVED IN ANALYSIS AND FORECASTING OF INTERNATIONAL BUSINESS OPPORTUNITIES IN TELECOMMUNICATIONS AND ADVANCED COMPUTER TECHNOLOGY MARKETS FOR OVER 30 YEARS.

ABOUT THE PRINCIPAL AUTHORS

ELLEN T. CURTISS, TECHNICAL DIRECTOR, CO-FOUNDER OF WINTERGREEN RESEARCH, CONDUCTS STRATEGIC AND MARKET ASSESSMENTS IN TECHNOLOGY-BASED INDUSTRIES. PREVIOUSLY SHE WAS A MEMBER OF THE STAFF OF ARTHUR D. LITTLE, INC., FOR 23 YEARS, MOST RECENTLY AS VICE PRESIDENT OF ARTHUR D. LITTLE DECISION RESOURCES, SPECIALIZING IN STRATEGIC PLANNING AND MARKET DEVELOPMENT SERVICES. SHE IS A GRADUATE OF BOSTON UNIVERSITY AND THE PROGRAM FOR MANAGEMENT DEVELOPMENT AT HARVARD GRADUATE SCHOOL OF BUSINESS ADMINISTRATION. SHE IS THE AUTHOR OF RECENT STUDIES ON WORLDWIDE TELECOMMUNICATIONS MARKETS, THE TOP TEN INTERNET EQUIPMENT COMPANIES, THE TOP TEN CONTRACT MANUFACTURING COMPANIES, AND THE TOP TEN TELECOMMUNICATIONS MARKET ANALYSIS AND FORECASTS.

SUSAN EUSTIS, PRESIDENT, CO-FOUNDER OF WINTERGREEN RESEARCH, HAS DONE RESEARCH IN COMMUNICATIONS AND COMPUTER MARKETS AND APPLICATIONS. SHE HOLDS SEVERAL PATENTS IN MICROCOMPUTING AND PARALLEL PROCESSING. SHE HAS THE ORIGINAL PATENTS IN ELECTRONIC VOTING MACHINES. SHE HAS NEW PATENT APPLICATIONS IN FORMAT VARYING, MULTIPROCESSING, AND ELECTRONIC VOTING. SHE IS THE AUTHOR OF RECENT STUDIES OF THE REGIONAL BELL OPERATING COMPANIES' MARKETING STRATEGIES, INTERNET EQUIPMENT, BIOMETRICS, A STUDY OF INTERNET EQUIPMENT, WORLDWIDE TELECOMMUNICATIONS EQUIPMENT, TOP TEN TELECOMMUNICATIONS, DIGITAL LOOP CARRIER, WEB HOSTING, WEB SERVICES, AND APPLICATION INTEGRATION MARKETS. MS. EUSTIS IS A GRADUATE OF BARNARD COLLEGE.

WINTERGREEN RESEARCH, INC.

ORDER FORM

Return To: WinterGreen Research, Inc.
6 Raymond Street
Lexington, MA 02421 USA
Phone: (781) 863-5078 --- Fax: (781) 863-1235 or (781) 860-0897

PLEASE ENTER MY ORDER FOR:

Portal Software Market Opportunities,
Strategies, and Forecasts 2004-2009

-ALL REPORTS ARE AVAILABLE IN EITHER PRINT OR PDF-

_____ **PDF** _____ **PRINT**

_____ ENCLOSED IS MY CHECK FOR \$2,800 FOR SINGLE COPY, \$3,800 FOR WEB SITE POSTING

_____ PLEASE BILL MY COMPANY USING P.O. NUMBER _____

_____ PLEASE CHARGE MY MASTERCARD/VISA/AMERICAN EXPRESS _____

CARD NUMBER _____ EXP. DATE _____

If charging to a Credit card you may e-mail the order form, but not the card information

Fax or Call with credit card information - Do not send card number as e-mail - You may send the order as e-mail

_____ ADDITIONAL COPIES, @ \$375 (EXTRA COPY PRICE IN EFFECT ONLY WITH INITIAL ORDER)

NAME _____ TITLE _____

SIGNATURE _____

COMPANY _____ DIVISION _____

-

ADDRESS _____

CITY _____ STATE /

ZIP _____

TELEPHONE _____

FAX _____

EMAIL _____

PLEASE NOTE: RESIDENTS OF MASSACHUSETTS AND CONNECTICUT MUST INCLUDE APPROPRIATE SALES TAX

SUBSCRIBERS OUTSIDE THE UNITED STATES MUST PROVIDE PREPAYMENT IN U.S. FUNDS

REPORT # SH29821332

285 PAGES

104 TABLES AND FIGURES

2004

\$2,800