CABLE & WIRELESS COMMUNICATIONS STANDARDISES ON NETMANAGE SOFTWARE FOR 10,000 USERS

NetManage, a worldwide leader in complete PC connectivity solutions, has announced that Cable & Wireless Communications has standardised on NetManage's NS/Portfolio Enterprise and Chameleon UNIX Link 97 products across its 10,000 person operation in the United Kingdom.

NetManage products enable Cable & Wireless Communications to standardise on a single supplier for all its PC connectivity requirements.

The deal is part of a major infrastructure renewal program at Cable & Wireless Communications, which will see new personal computers deployed to each of the 10,000 employees in the company over the next year. NetManage products enable Cable & Wireless Communications to standardise on a single supplier for all its PC connectivity requirements. Previously, it utilised more than 10 different emulation products in various parts of the company. Now, with just one standard product to support and maintain, the information (IT) department can provide better levels of support, more cost-effectively, to business users.

The NetManage NS/Portfolio Enterprise product will be installed in Cable & Wireless Communications' call centres to provide access to a new subscriber management system for direct cable customers. The Chameleon UNIX Link 97 product will provide X-Windows emulation for UNIX applications and other ASCII terminal emulation applications.

Dennis Bell, IT program manager at Cable & Wireless Communications said: "At a strategic level, NetManage products support both our immediate connectivity needed and the desire to develop fast client/server solutions, specifically Visual Basic to AS/400 applications, coupled with our longer-term desire to move to more server-centric solutions. Compared to competitive products, the NetManage products are best of breed in their respective areas." Nigel Anderson, managing director of Network Systems Technology (NST), Master Distributor for NetManage in Australia and New Zealand, said: "The Cable & Wireless Communications contract is a substantial deal for NetManage's UK office to win. It demonstrates that they offer one of the most complete PC-to-host connectivity solutions available anywhere."

Criteria for selection

NetManage was selected after a technical evaluation of the market leaders in connectivity software by Cable & Wireless Communications. Criterion considered included: TN5250 terminal and UNIX support, DNS and mainframe support, TCP/IP connectivity, emulation tools and router redundancy installation and deployment. Following the technical evaluation, Cable & Wireless Communications purchased 10,000 product licences as well as a three-year support agreement.

About Cable & Wireless Communications

Cable & Wireless Communications, created from the merger of Bell Cablemedia, Mercury Communications, NYNEX CableComms and Videotron, is the largest integrated supplier of telecommunications and television services in the UK Cable & Wireless Communications is the UK's operating arm of Cable and Wireless Plc.

Cable & Wireless is one of the world's leading providers of international telecommunications services, whose businesses provide over 15 million customers in over 70 countries with a complete range of international, domestic and mobile communication. Cable & Wireless is the world's third largest carrier of international traffic, provides mobile communications in 30 countries and operates the world's largest, most advanced cable ship fleet.

About NetManage

Founded in 1990, NetManage, Inc. provides complete PC connectivity solutions, offering world-class applications for UNIX and IBM host access, and award-winning applications for messaging and collaboration. NetManage helped drive the emergence of open networks through its TCP/IP applications and its significant contributions to important industry standards including both WinSock and the NS/Router.

With the addition of NetSoft, NetManage employs more than 600 people worldwide, and is headquartered in Cupertino, California, USA. The company's products are sold and serviced worldwide by NetManage's direct sales force, international subsidiaries, and authorised channel partners. In Australia, networking solutions provider, Network Systems Technology (NST), represents the company.

Network Systems Technology (NST) is a networking solutions provider, supplying internetworking solutions for IBM mainframe and midrange and UNIXC host computer users. These solutions, drawn from a portfolio of products and services, link dispersed local-area and wide-area networks (LANs and WANs) to create seamless information infrastructure within the enterprise. NST counts a large number of "Blue Chip" corporations among its customer base, and has offices in Sydney and Melbourne. For further information about NST, view its Home Page at http://www.nst.com.au

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MARKET LEADER, PICTURETEL AUSTRALIA REPORTS RECORD GROWTH

PictureTel Australia has reported that 1997 was a record year for the company with $30 million in sales.

Gordon Makryllos, PictureTel's managing director, Australia and New Zealand, said: "In 1997 we exceeded our forecasts and grew the overall market by approximately 30 per cent. We increased on unit sales in some segments by more than 100 per cent".

"Our room systems business grew by a phenomenal 42 per cent—reinforcing the fact that corporate Australia is becomingly increasing aware of the benefits of videoconferencing."

From a single office with a staff of five in October 1993, PictureTel Australia now has 22 employees and offices in Sydney, Melbourne, Brisbane and Canberra.

"Five key people were recruited in 1997," said Mr Makryllos, "including a new director of technology, Rafik Razzouk, our spokesperson on the technical aspects of advanced videoconferencing technology."

Major organisations such as Arnotts, Rebel Sport, Queensland Police and the Committee for the Economic Development of Australia (CEDA) have adopted PictureTel's videoconferencing solutions.

"We aim to provide the best video and data conferencing products available in the marketplace," said Mr Makryllos. "Our goal is to remove distance as a barrier to natural and effective communication—to help customers work smarter, more efficiently and ensure that they receive an excellent return on their investment in videoconferencing."

"There has been a dramatic increase in the diversity of videoconferencing applications. Besides national and global networking, many of our customers are using the technology for distance education, telemedicine and marketing and engineering product development."

"The technology is here now—and the demand is increasing. I'm looking forward to the challenge of exceeding our market forecasts again in 1998," said Mr Makryllos.

Background—PictureTel Corporation

PictureTel Corporation is the world leader in developing, manufacturing and marketing a full range of videoconferencing solutions. The company's systems meet customer's videoconferencing needs from the desktop to the boardroom. PictureTel also markets network conferencing servers and a comprehensive portfolio of enterprise-wide services. The company provides complete videoconferencing solutions to customers in distance learning, health care, financial services and manufacturing industries. Additional PictureTel information is available on the Internet at www.picturetel.com.

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RACAL DATA GROUP BUSINESS CONTINUES WHILE PARENT COMPANY SEEKS BUYER

Racal Data Group continues to function with business as usual, providing its customers with quality services and products, while plans by its parent company to offer the data communications group for sale go forward.

Racal Electronics Plc announced in December that it intends to offer for sale its worldwide Racal Data Group of companies. Racal already has received a large number of enquiries from organisations interested in the data communications group.

"During the next few months, while we are going through due diligence from the interested parties, business

will remain as usual," said Paul Kozlowski, Chairman of the Racal Data Group. "Details regarding this activity will be released in a timely fashion to enable all concerned parties to stay involved and up-to-date with the progress."

Racal Data Group is a global supplier of services, solutions and products providing access to multimedia information networks, comprising two different business areas: **Network Integration & Service** and **Products**.

Network Integration & Service accounts for about half of first half sales by the Racal Data Group and produces operating margins in excess of 10 per cent. Half of Racal Data Group's world employment relates to Network Integration & Service.

Racal Data Group's Network Integration business in the Pacific Rim is targeted specifically at the Secure Payments Systems markets in the finance industry.

The Service Business is widely known throughout the data communications industry for its experience and competence in traditional services.

The Service Business provides remote diagnostics and staging and configurations for large customers, such as WorldCom and others. This experience enables Service to provide a broad range of maintenance, troubleshooting, software updates and remote support for today's complex networks.

Racal Data Group's product expertise is in management systems, data

security, and modularity, differentiating the Group in the marketplace. The Group's products allow customers to gracefully migrate from legacy communications technology to virtual private networks based on switched data services such as Frame Relay and ATM (Asynchronous Transfer Mode) and to Internet-style networking. However, sales volume the past two years was seriously affected by delays in the development and launch of new products.

Racal Data Group customers include Internet Service Providers, financial institutions, airlines, retailers, and other transaction-oriented business and government organisations. Applications supported include telecommuting, point-of-sale, secure payment transactions and high-speed multimedia transport - data, voice and video—for distance learning, intelligent highway systems, remote medical diagnostics, and many other evolving applications.

The global Racal Data Group is headquartered at Sunrise, Florida, USA. It has 2,000 employees worldwide in three geographical regions: the Americas Region headquartered at Sunrise, Florida, the Europe/Middle East/Africa Region headquartered at Hook, England, and the Pacific Rim Region headquartered at Hong Kong with offices in Sydney, Australia, Singapore and Beijing, the People's Republic of China.

Immediate action has been taken by Racal Electronics to reduce operating costs and stem trading losses. Goldman Sachs is handling the sale, expected within three to six months.

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Notes

Computers & Law, the publication of the Australian and New Zealand Societies for Computers and the Law, is published four times per year. It is sent to all members of Societies in each Australian State and the New Zealand Society (more than 800 practising judges, barristers, solicitors, corporate counsel, computer and telecommunications company executives and academics), along with a number of universities and other institutions. It is highly specialised, publishing articles, comment and review on the fields of the law and computer information technology, convergence, Internet and telecommunications.

Advertising Rates (per issue)

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Full Page	$600.00
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Rates for non-standard items or for identical entries over two or more issues will be quoted by the Editors upon request.

Deadlines

Issue cover date	Advertising Material	Articles etc (incl press releases)
March	14 February	1 February
June	14 May	1 May
September	14 August	1 August
December	14 November	1 November

Notes for Contributors

- Articles generally run between 1000 to 4000 words, though we are flexible and can run articles over several issues.

- Book reviews should be approximately 500 words.

- All contributions should be accompanied by a short biography of the author.

- We do publish previously published and accepted-for-publication material, provided our readers are unlikely to have read it previously. Please include details of where the contribution was or is to be published.

- Authors of articles accepted for publication authorise publication in hard copy in the Journal and in all forms of electronic media including the Internet.

- We seek not to be didactic about references and citations. Either scientific or legal style footnoting is acceptable. All references are published as endnotes, not footnotes.

- Please send all correspondence about advertising and contributions of articles or other content to the Editors. In the first instance please contact:

  - in Sydney, Brendan Scott; or
  - in Melbourne, Kent Davey.

If possible please send contributions in an electronic format—preferably on Word or ASCII text file on a 3.5 inch disk or by email.

Don't hesitate to call us if you have any problems.
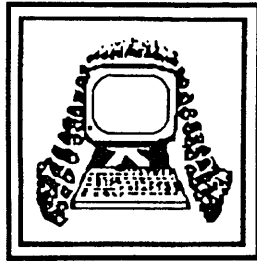
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