

agement of Banks and Government Departments were aware of what is needed, and are very keen to bring about changes in their organizational operations. The users are ready: it is now for the Consultants and Vendors to tell the users what they need', says Mr. Harris.

## 'Bangladesh is to go a long way'

— W. A. Harris

"Bangladesh is certainly ahead of most African countries, but still has a long way to go as compared to other countries in this region", says Mr. W. A. Harris. Business consultant NCR Corporation, Area office, Cyprus.

Mr. Harris, is responsible for 25 NCR Distributors in the Middle East / Africa Area, including Bangladesh. His visit to Bangladesh, which coincided with the BCS Computer Show '96, was to familiarize himself with the situation prevailing in Bangladesh in the field of Information Technology.

In an exclusive interview with Computer Jagat Mr. Harris explained his status of NCR vis-a-vis AT&T. He explained the historical background of NCR. In 1991 AT&T took over NCR. The merger was complete in 1993 and from 1st January 1994 it was being operated as the Computer Division of AT&T and was renamed as AT&T Global Information Solutions. However, in about two years time it became evident that AT&T, in its then size and scope, was too big to operate as one Corp. By early 1996, it was decided to spin-off the giant "AT&T" into three distinctly separate smaller Corporations: (1) AT&T, as the telecom. service provider, (2) NCR Corporation, as the IT Co., and (3) Lucent Technologies, as the manufacturer of telecom equipments. Thus AT&T Global Information Solutions will become NCR Corp., as a publicly traded Co., from 1st Jan. '97.

AT&T Global Information Solutions started functions as a separate entity from 1 July 1996 with the objective of completing the spin-off process before the end of 1996. However, there was a condition for NCR to be an independent organization, it must be profitable within 1996. The third quarter '96 showed a profit of \$3 million, as compared to a loss of \$589 million during the same period of last year. Although \$3 million is not a substantial profit, but it is phenomenal when considered in the light of the recovery of loss a year ago. Mr. Harris expects 4th Quarter figures would be much better.

NCR will continue to enjoy the benefit of its association with Bell Laboratories for its R&D projects.

Mr. Harris was very impressed with the quality of people of Bangladesh; their courteous behavior, friendly attitude and above all, the hospitality, the kind of which is not normally seen in most other countries.

But Mr. Harris was saddened that Bangladesh is very much lagging behind in the IT field. On inquiry, he confided that according to his personal assessment, Bangladesh has tremendous opportunities in making phenomenal progress in the use of IT within a very short period of time, particularly in Financial, Government and Health Sectors. During his meetings with some of the leading IT users, he was very happy to observe that the top man

When asked if NCR was focusing on any particular product in Bangladesh, Mr. Harris replied that NCR is very strong in Self-service Terminals and Data Warehousing world-wide. Main Self-service Terminals which can be put to use in Bangladesh immediately, include Automated Teller Machine (ATM) & Cheque Processing Machine for the Commercial Banks, Electronic Clearing House for the Central Bank, and Electronic Cash Register for the Retail Shops. Organizations such as Government Offices, large Commercial Banks, Industrial Undertakings, Educational Institutions etc. who need to handle huge data, can draw immense benefit by using ATM, ECR & Data Warehousing as a service to their clients. Mr. Harris continues— "NCR is the number one vendor of ATM and Data Warehousing in the world, according to internationally reputed independent consultants."

Mr. Harris narrated that, like Bangladesh, most countries faced the problem of evasion of VAT when it was first introduced. The Government of some of those countries took a brave decision. Use of Electronic Cash Register (ECR) was made compulsory at the retail shop level. Collection of VAT improved phenomenally soon thereafter.

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high performance workstation.

Ms. Sharon Lee also discussed about another product of WANG, the OPEN/work flow for Windows NT. It provides advanced enterprise work management support to company's whose work flow requirements consist of large transaction volumes and activities are spread over geographically distributed locations.

A very important event of the seminar was launching of one of the latest product of WANG, the ProCab, Version 1.1, claimed to be an easy to use document management solutions for

Windows which allows the user to virtually store, index and retrieve his/her documents quickly and efficiently. ProCab allows the users to maintain the same filing structure according to their present needs. Because of simplicity any new staff of an organization will be able to understand ProCab very quickly and will be able to manage the organizations filing system effectively resulting a lot of time saving and cost reduction.

ProCab contains a powerful and flexible indexing system which manage quick and effective document retrieval and can file and locate any document

from a huge assembly of filing cabinets.

In an enterprise where ProCab has been installed there is no need to photocopy documents for distribution among different people. As ProCab stores documents centrally for everyone's access, documents can be copied and distributed electronically. WANG supplies ProCab to its users in a single-station edition or in a client-server environment operating under Microsoft NT. Users can upgrade the single station system to client-server system maintaining the earlier document management structure and references. ♦

## Novell launches IntranetWare

**Applied Computer Technologies**, a local IT company reputed for its innovative technologies in LAN/WAN, Intranet/Internet Solution arranged a seminar on "Novell & Internetworking" at Hotel Sheraton on 18th Nov.. **Mr. Nazrul Jamil**, Director of ACT started the seminar and discussed about Networking and Intranet. Describing Intranet as corporate LAN he gave details of its advantages. The main speaker in the seminar was **Mr. Kh. Omar Farooq** who discussed about Novell's latest Network Operating System, Network 4.11 & IntranetWare.

A very important and interesting feature of Network 4.11, code named "**Green River**" is its faster and cleaner installation process. The Green River provides its users a superb installation process which automatically detects hardware such as LAN cards and Disk adapters and also installs appropriate drivers and protocol configurations. Through **Network 4.11 and IntranetWare** the power of Novell has been unleashed for its millions of users worldwide.

In today's business, networks seem to be as necessary as furniture. The networking scenario in any enterprise is always expanding but they are becoming more manageable also. Networking has also become important to keep in touch with the global Internet and they are becoming more flexible in the ways they provide access to data and information resources anywhere anytime.

Today's networks are considered as Intranet. Intranetware, one of the latest release of Novell, is full-fledged platform for a modern, full service intranet. It runs on Novell's Network 4.11 Network operating system (NOS). Intranetware provides access to Intranet resources such as Web services, FTP services and connection to Internet. It raises the working capacity of an existing network infrastructure of an enterprise. IntranetWare provides all the services of a full service Intranet platform—file, print, directory, servicing, web publishing, security and management.

With IntranetWare, an enterprise can extend its Novell IPX network to meet the latest needs such as access to Internet and corporate Intranet preserving the existing investment and training. Novell's Directory Services, an important feature of IntranetWare enables an user to manage a network

from any workstation on the network and allows to maintain accurate access controls for all the resources on the Intranet of the users enterprise.

Being the only network operating system developed to qualify for C2 network security certification it is capable to protect confidential information and keeps the entire network system—server, client and media, properly secured. IntranetWare has a number of competitive advantages. It is the only Intranet solution that provides true directory services, directory integrated Web services and Internet connectivity.

The Network Web Server, an important feature of IntranetWare is the only Web server in the industry which is coupled with a directory. This provides user's the capability to search information in the NOS directory by using any standard Web browser and one can also publish directory information on the users Intranet or even on the Internet. According to Shlok Consulting, who made a performance Benchmark tests of Novell, Microsoft and Netscape Web servers responding to HTML, CGI and API in March 1996, the NetWare Web Server is the fastest Intel based web server available and is much ahead of both Microsoft and Netscape's Web servers.

IntranetWare also provides industry standard file and print services. Its attractive advantages over Microsoft Windows NT Server include automatic file-by-file data compressions, data migrations, disk space quotas for individual users and support for high capacity storage systems. Its print services provide users with suitable access to any printer in the network having proper security privileges.

IntranetWare and Network 4.11 integrate TCP/IP, a protocol that is extensively used in heterogeneous business networks, Corporate Intranets and the Internet and gives the network managers an unique opportunity to select, which protocol or combinations of protocols the network will run on.

IntranetWare and NetWare 4.11 provides necessary support to the administration to choose protocols during the installation process. Using the same standards as in the Internet, one can easily develop a 100% IP based network with IntranetWare. Novell's integrated IP solution provide easy access to Windows NT services from any

Windows workstation (Windows 3.1, Windows for Workgroup's Window 95, and Windows NT). It learnt from ACT sources that about 200 computer installations in Bangladesh are using Novell networking products.

ACT arranged another seminar titled "Designing and Implementing a High Speed LAN for maximum Band width in the afternoon on the same day. The speaker was **Mr. Faize Jamil**, Managing Director of ACT. He informed the audience that the first 10Base-T LAN in Bangladesh was installed by ACT in an NGO. Since then the company has installed a large number of LAN installations in Bangladesh. The speaker pointed out that the current need of the corporates is maximum data transmission capability in the LAN. He also discussed about different pitfalls in implementing a high speed LAN.

*[For detail information on 'Intranet' interested readers may read the article 'Internet Inside' by Md. Abdul Kader, Computer Jagat, March'96]*

### Windows NT Server 4.0 Launched

Microsoft Corp. has launched Windows NT Server 4.0 in Bangladesh in association with **Flora Ltd.** on 1st December. Details of this launching ceremony will be published in our next issue. — Editor

### Dell Sets New Goals

*(Continued from page 68)*

model. That is why Dell continues to take its business model into an increasing number of countries.

Dell's goals are to grow more than 100% per year and become a top 10 vendor in each Asia-Pacific country where it has started its direct marketing strategy, the company sources said. ♦

### Bangladesh is to go

*(Continued from page 65)*

Mr. Harris stated that NCR is totally committed to its relationship with **LEADS Corp. Ltd.** and together, they want to help Bangladesh in moving into the twenty first century.

On being asked about NCR's business strategy for Bangladesh, Mr. Harris says, "It is imperative that we as vendors move away from just being a box provider; instead, NCR wants to partner with its customers to offer fully integrated solutions. This would certainly help various institutions in becoming competitive in the market place." ♦