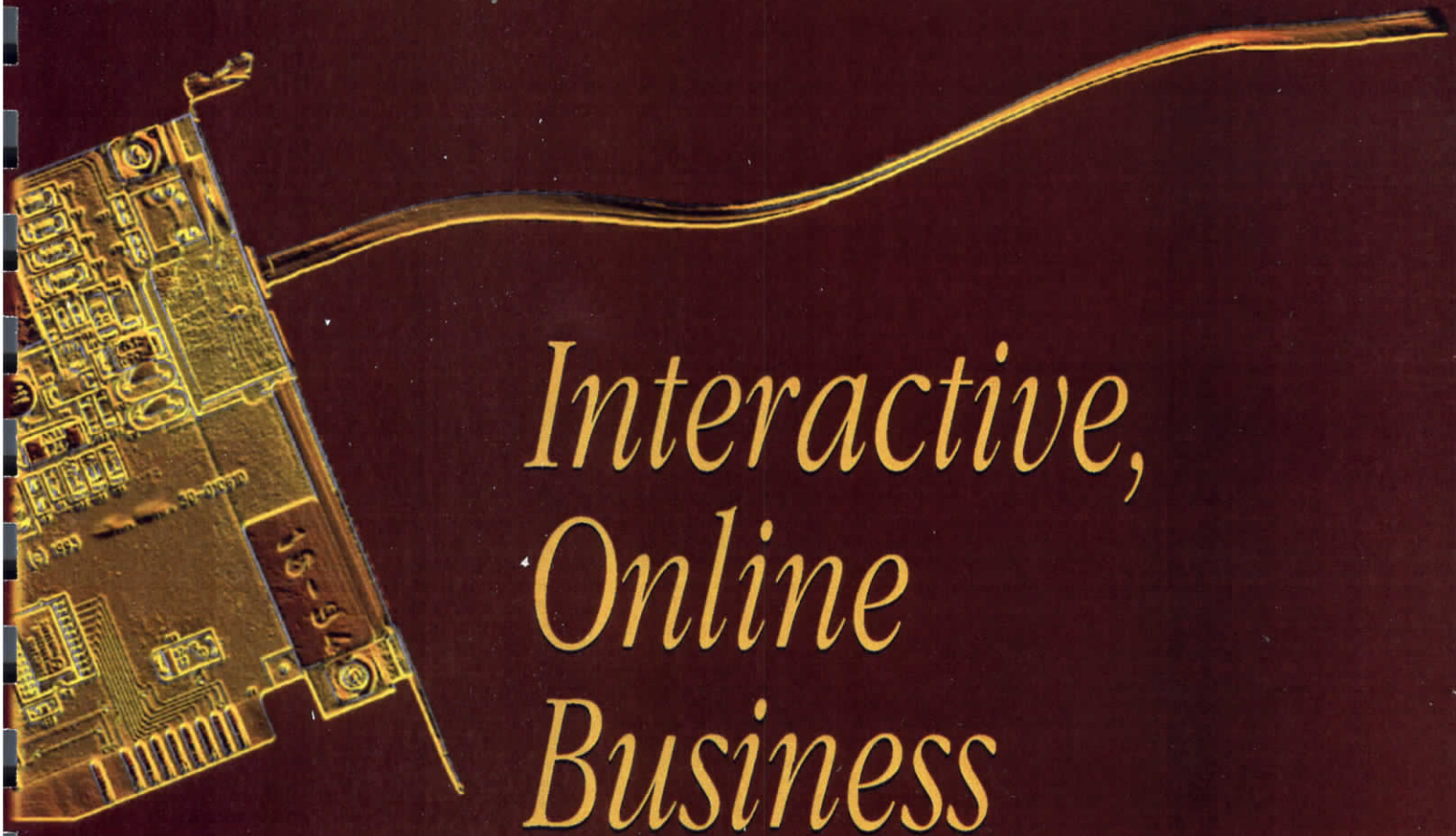


SPONSORED BY UCSD CONNECT, THE FOUNDATION FOR ENTERPRISE
DEVELOPMENT, AND THE SOFTWARE INDUSTRY COUNCIL



*Interactive,
Online
Business
Communication*

HYATT REGENCY LA JOLLA
MAY 19, 1995



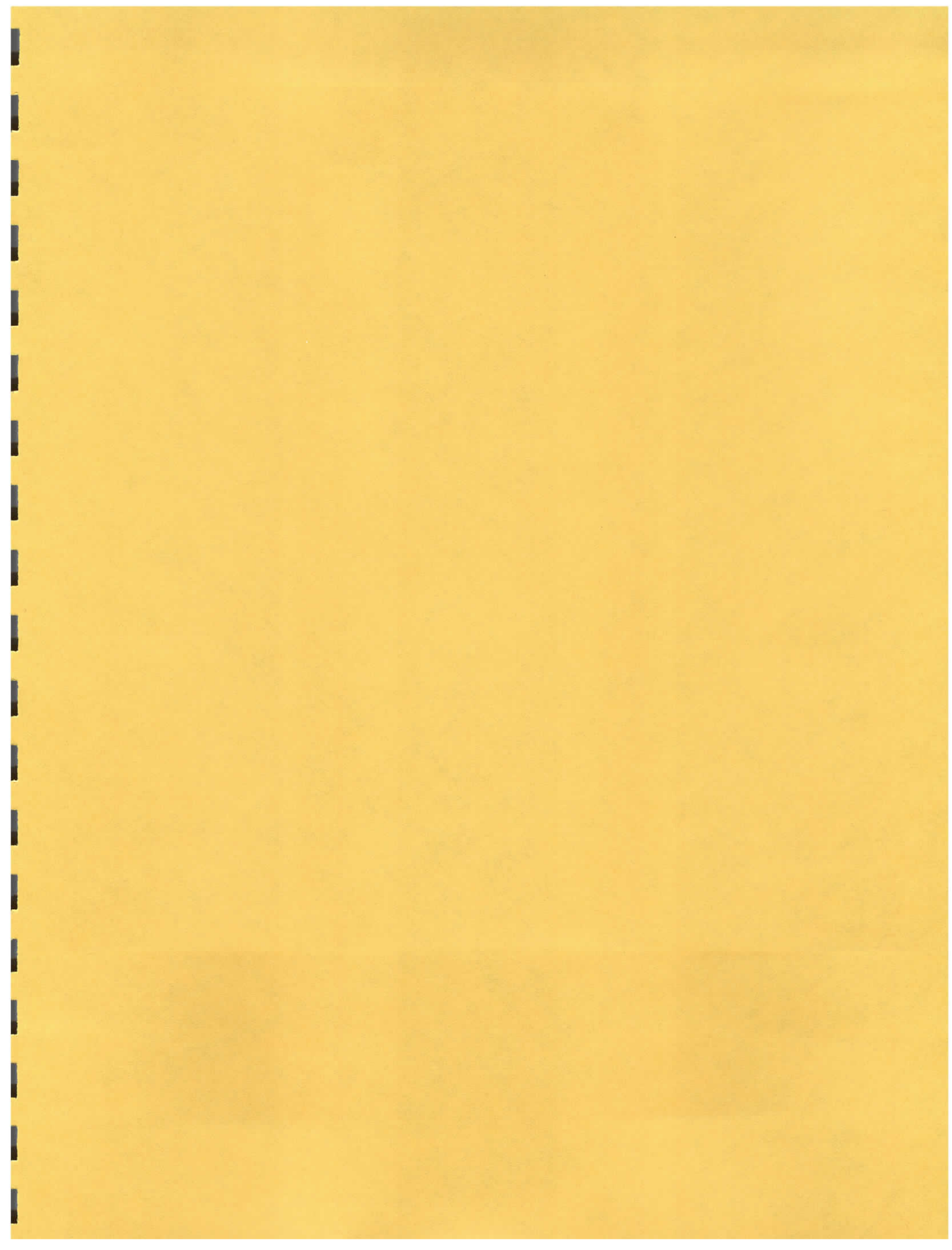
CONNECT

The UCSD Program in Technology and Entrepreneurship

Interactive, On-Line Business Communication

A G E N D A

- 7:30-8 A.M. **REGISTRATION AND CONTINENTAL BREAKFAST**
- 8-8:10 A.M. **WELCOME**
- 8:10-9 A.M. **WHERE ARE WE NOW? THE ROLE OF THE COMPUTER AND
USER IN INTERACTIVE COMMUNICATION**
APPLE COMPUTER — DR. DONALD NORMAN, APPLE FELLOW AND
PROFESSOR EMERITUS, UCSD DEPARTMENT OF COGNITIVE SCIENCE
- 9-9:20 A.M. **GETTING CONNECTED: A COMPARISON OF COMMERCIAL
ON-LINE SERVICES**
INTERNET PRODUCTS — FARLEY STEWART, DIRECTOR OF MARKETING
- 9:20-9:50 A.M. **BREAK AND INTERNET DEMONSTRATIONS**
- 9:50-10 A.M. **LEGAL ISSUES — COOLEY GODWARD CASTRO HUDDLESON & TATUM**
KENNETH GUERNSEY, MANAGING PARTNER
- 10-11 A.M. **CASE STUDIES**
SAIC — BILL PROFFER, DIRECTOR, INFORMATION MANAGEMENT LAB
PRICE WATERHOUSE LLP — JEFFREY CHALMERS, MANAGER
- 11-NOON **ON-LINE NETWORKS: ITS VALUE AND CAPABILITIES**
COCONUT COMPUTING — BRIAN DEAR, PRESIDENT



Interactive, On-Line Business Communication

S P O N S O R

COOLEY GODWARD CASTRO HUDDLESON & TATUM

4365 Executive Drive, Suite 1200
San Diego, California 92121
Telephone:(619) 550-6000
Facsimile:(619) 453-3555
Internet:connect@cooley.com

Cooley Godward Castro Huddleson & Tatum is a full-service law firm with 220 attorneys practicing in San Diego, San Francisco, Palo Alto, Menlo Park and Boulder and Denver, Colorado. Cooley Godward's San Diego office specializes in providing business and litigation counseling to technology and emerging growth companies. We represent private and public companies in a wide range of industries, including computer hardware and software, multimedia, semiconductor, telecommunications, biotechnology and specialty retailing. We have extensive expertise in public and private financings, mergers and acquisitions, joint ventures and technology and other intellectual property transactions. Since opening the San Diego office in early 1992, we have represented issuers and underwriters in 35 public offerings for Southern California companies. Cooley Godward's San Diego litigators represent growth companies in a wide range of matters, including technology and securities litigation as well as employment and commercial disputes.

Our long history of working with emerging companies, together with our specialized practice, places us in a unique position to help earlier stage company clients through their growth cycles and to represent more effectively larger public companies. We are quick to find creative solutions and to assist clients in structuring and negotiating complex business transactions. Because we have worked extensively with venture capital firms and investment banks, we have developed a substantial network of relationships in the financial community, which can be very valuable to our company clients.

Clients served by our San Diego office include: AGE Logic, Aldea Communications, Andataco, Angel Studios, Cardiff Software, ComSolutions, Data Tree, DataWorks, Exabyte, Expersoft, Future Domain, GreyStone Technology, Imedia, Interactive Group, Ivid Communications, MediaShare, Presto Studios, QUALCOMM, Quantum Magnetics, REMEC, Reticular Systems, SingleTrac Entertainment Technologies, Solectek, Stac Electronics, TriTeal, Tudor Publishing, Tylan General, The Upper Deck Company and Wonderware.



CONNECT

The U.S. SEC Program in Technology and Entrepreneurship

Interactive, On-Line Business Communication

U C S D C O N N E C T

Nurturing the San Diego/Baja Technology Business Community

Founded in 1985 at the urging of the local business community, UCSD CONNECT was created to contribute to the economic development of San Diego by nurturing high-tech entrepreneurship, facilitating interaction between the University and the business community and further developing San Diego's infrastructure.

CONNECT has accomplished this through educational and networking programs, practical business seminars and technology transfer illustrations, and international strategic and financing forums. Practical rather than theoretical, CONNECT's programs have been credited with giving company executives a "mental picture" of what they can achieve, while providing access to the resources which help accomplish these goals.

**UCSD CONNECT IS PART
OF THE DIVISION OF
EXTENDED STUDIES AND
PUBLIC SERVICE
AT THE UNIVERSITY
OF CALIFORNIA,
SAN DIEGO**



U C S D C O N N E C T

CONNECT's programs also serve business service providers — attorneys, accountants, and marketing specialists — by providing them with knowledge about emerging technologies and access to new business opportunities. The program functions as a catalyst for growth, providing a forum for the exchange of ideas and the opportunity to network with peers, and facilitates the ripple effect that the success of various high-tech industries has on the community which supports them.

CONNECT also provides an opportunity for the biotech and high-tech communities to learn about research taking place at the University, as well as for the University to learn about research taking place in industry.

Interactive, On-Line Business Communication

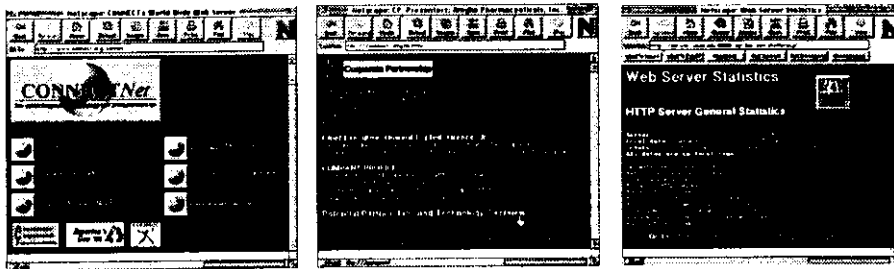
C O N N E C T N e t

Leading the Technology Wave

Through CONNECTNet, we are building an online community of San Diego/Baja technology companies and service providers that showcase new products, research, and services coming out of our region. Like UCSD CONNECT, CONNECTNet seeks to link high-tech and biotech companies with the resources they need for success — money, markets, partners, technology and management.

Executives, entrepreneurs, service providers, scientists and government officials can access an unending resource that promises to change how business is conducted.

<http://www.connect.org/connect>



CONNECTNet includes:

- The weekly CONNECT newsletter which contains the latest news on our region's high-tech and biotech executives, companies, products, and research.
- Hypertext links to information about companies in the news — their leaders and their products. Users can select what areas of knowledge they need from our extensive infobase.
- Features on high-tech and biotech executives, companies, new products, and new research in electronics, software, multimedia, telecommunications, medical devices, life sciences, biotechnology and the environment.
- Links to other internet sites with important information for technology companies.

Parts of CONNECTNet still under construction:

- Comprehensive database of venture capitalists, investors, leasing companies, and other capital providers.
- A forum for entrepreneurs to present information about their strategic plans.
- Interactive discussion groups on issues relevant to high-tech and biotech executives.
- Financial information on high-tech and biotech companies.
- Clips from the CONNECT TV Show.
- Links to job opportunities.

A PARTIAL LISTING OF MEMBERS & SPONSORS RIDING THE WAVE

Amylin Pharmaceuticals
Andatco
Bien Logic
Canadian Consulate Trade Office
Cooley Godward Castro & Huddleson
First Virtual
Foundation for Enterprise Dev.
General Atomics
Heller, Ehrman, White & McAuliffe
Pacific Bell
Preuss Foundation
Price Waterhouse LLP
QUALCOMM
SAIC
San Diego Daily Transcript
San Diego Science Alliance
San Diego Supercomputer Center
Saik Institute
Scripps Institute
Titan Corporation

F.E.D. On The WEB

URL: <http://www.fed.org/fed/>

The leading business network on employee ownership, equity compensation, employee involvement and other emerging business strategies.

★ What information is available via the F.E.D.'s World Wide Web resource?

- Over 150 documents covering the latest information on equity compensation, employee involvement and other leading business strategies
- The latest research and trends
- Case studies of successful employee-owned companies such as SAIC, Connor Formed Metal, Polaroid and Herman Miller.
- Over 45 *Best Practices Profiles* of high performance companies by the Department of Labor
- Updates on government policy and legislation
- Practical applications of various equity compensation methods
- International developments in employee ownership
- A Calendar of Events from over 20 organizations focusing on business effectiveness
- The latest F.E.D. publications

★ Who's Looking at Us?

F.E.D. presence on the World Wide Web has grown from hosting just a few hundred visitors—current weekly statistics include:

- 3,000 unique requests
- 10,000 total requests
- 44% from commercial companies

Our site also services educational institutions, international users and government organizations.

★ How can I find out more or contribute information to the F.E.D.'s growing resource?

We are constantly adding to our resource through contributions of articles and research from leading consultants, employee-owned companies and researchers nationwide. We hope you will join us on the Internet. Please contact Peggy Walkush (pwalkush@fed.org) or Paige Ryan (pryan@fed.org) at 619-459-4662 to find out more about our resource or becoming a sponsor.



Foundation for
Enterprise
Development

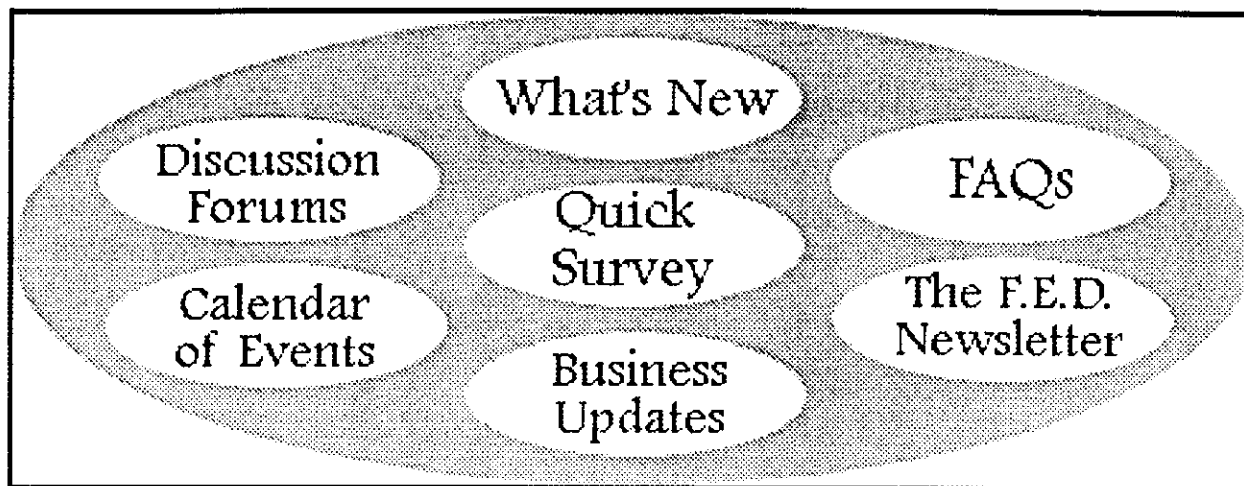
Welcome to URL: <http://www.fed.org/fed/>

FEDNet

the leading business network on employee ownership, equity compensation, employee involvement and other emerging business strategies

Developed by the [Foundation for Enterprise Development](#)

The Entrepreneur's Network:



The Business Resource Library:

- [What's New on FEDNet](#)
- [Introduction to Employee Ownership and Equity Compensation](#)
- [Equity Compensation Methods](#)
- [Employee Motivation and Empowerment](#)
- [International Employee Ownership](#)
- [Case Studies of Successful Companies](#)
 - [Best Practices Profiles Dept. of Labor.](#)
- [Government Policy & Legislation](#)
- [Employee Ownership Research](#)
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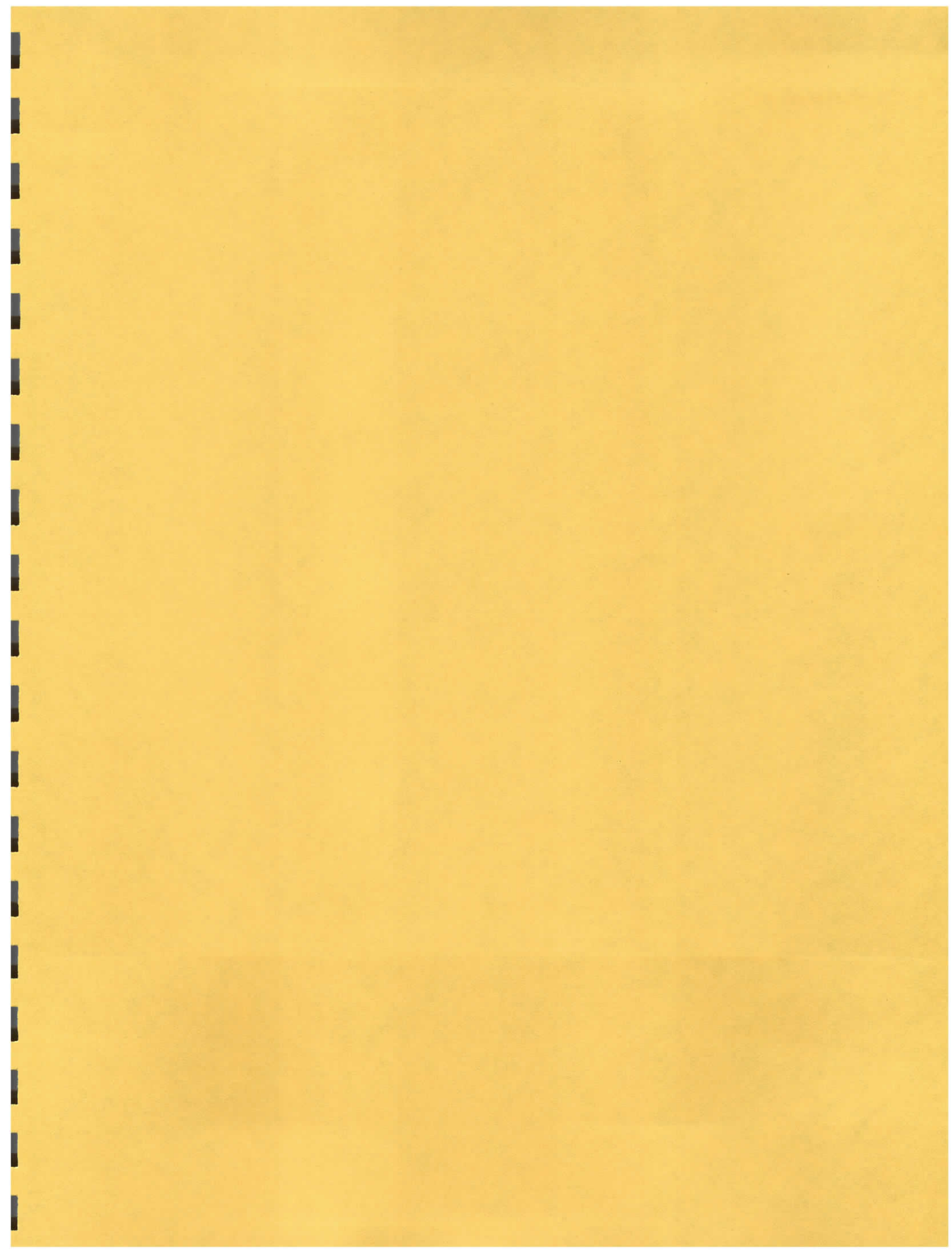
SOFTWARE INDUSTRY COUNCIL

The San Diego Software Industry Council is the trade association for the software industry in San Diego County. Founded in November 1993, it has grown rapidly to almost 200 members. The members represent all of the major software companies in San Diego, many smaller companies, and many service providers to the industry.

The Council represents industry issues to local government, organizes regular meetings and many Special Industry Groups (SIGs), and provides discounts and other benefits to its members. Through a regular monthly newsletter it keeps its members informed about local industry issues.

The monthly general meetings provide an opportunity for members to meet each other, discuss common concerns, and to listen to industry leaders address the practical challenges of software company executives. Recent meetings have featured Scott Cook, CEO of Intuit, describing how to design and launch a successful software product, Ann Winblad, Partner with Hummer Winblad Venture Partners, describing how venture capitalists evaluate software companies, and Nolan Bushnell discussing the convergence of computers and telephones.

In addition to attracting nationally prominent speakers, the SDSIC has been very successful in improving facilities for software developers locally. The Council has been the primary organizing force behind the establishment of the San Diego Software Resource Center, that opened in January 1995. This is the first facility of its kind to open in the nation, outside of Silicon Valley. The Center will provide facilities for developers to test and develop software using a wide range of hardware and software configurations, and have to access to many different software applications for compatibility testing.



S P E A K E R

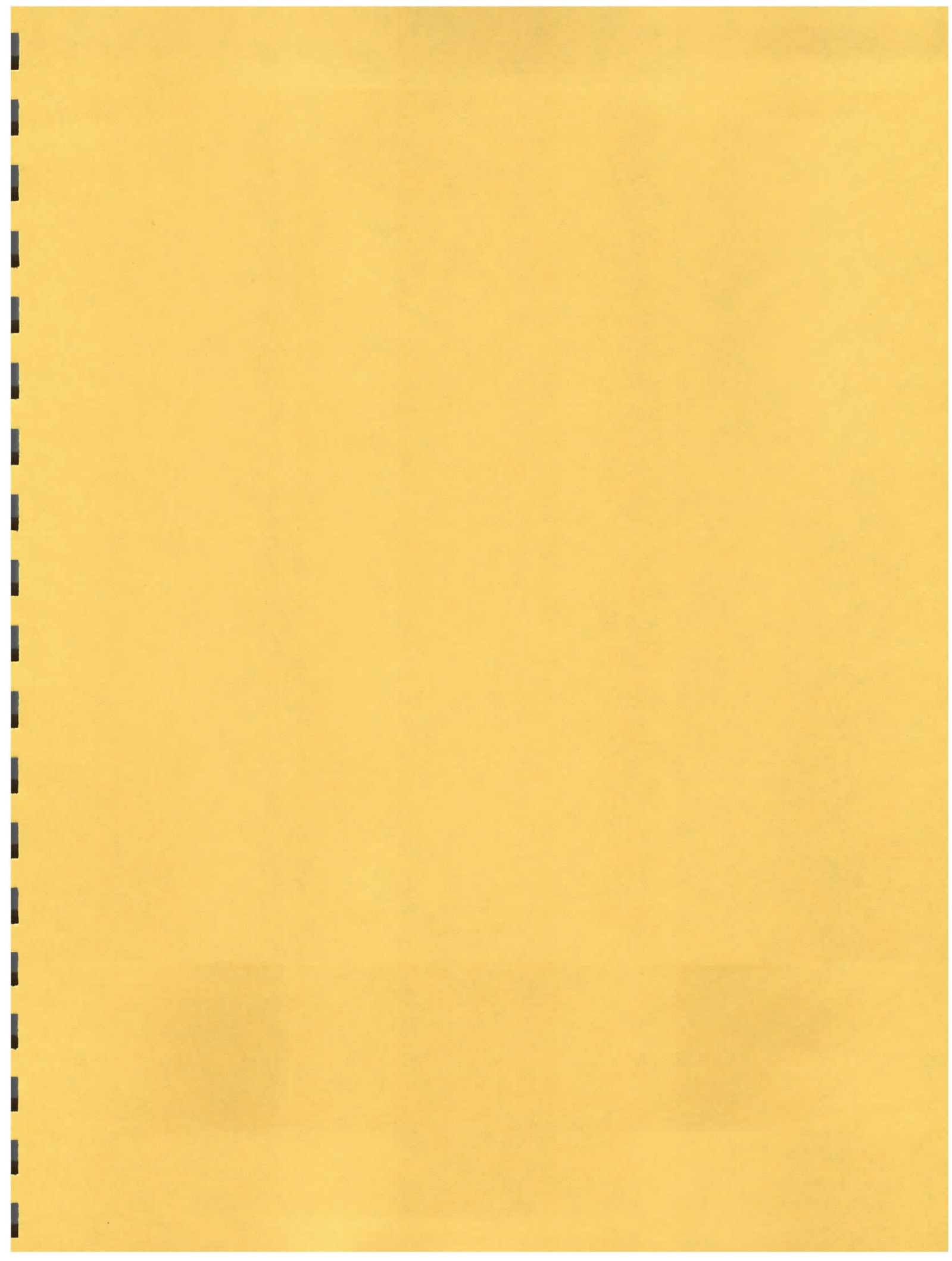
Donald A. Norman

Donald A. Norman is an Apple Fellow at Apple Computer and Professor Emeritus at the University of California, San Diego where he was founding chair of the department of Cognitive Science. He was one of the founders of the Cognitive Science Society and has been chair of the society and editor of its journal, Cognitive Science. He is a fellow of the American Academy of Arts and Sciences. In March, 1995, he received an honorary degree from the University of Padua (Italy). Norman serves on advisory boards for the school of computer science at the Georgia Institute of Technology, the Institute for the Learning Sciences, Northwestern University, the Nijmegen Institute for Cognition Research and Information Technology, University of Nijmegen (the Netherlands), and the Association for Software Design.

"The technological problems today," says Norman, "are sociological and organizational as much as technical. In this new age of portable, powerful, fully-communicating tools, it is ever more important to develop a humane technology, one that takes into account the needs and capabilities of people." Norman is the author of twelve books, with translations into twelve languages. His most recent books are "The Design of Everyday Things," "Turn Signals Are the Facial Expressions of Automobiles" and "Things That Make Us Smart," all three collected together on a Voyager CD-ROM - "Defending human attributes in the age of the machine" - complete with video talks, demonstrations, collected papers, and even examination questions.

At Apple Computer, Norman heads the User Experience Architects Office, working to guide the User Experience side of product development and to move the computer industry beyond the current generation of systems to new models of interaction. Watch this space!





Interactive, On-Line Business Communication

S P E A K E R

FARLEY STEWART

Farley Stewart is the Director of Marketing for Internet Products Inc. Mr. Stewart holds a BSEE from UCSD and has been involved in using the Internet for over 7 years.

Internet Products Inc. manufactures the InterGate Internet Server and offers a wide variety of products and consulting services to connect local area networks to the Internet.

Connecting Your Organization to the Internet

Internet Products Inc.

May 1995

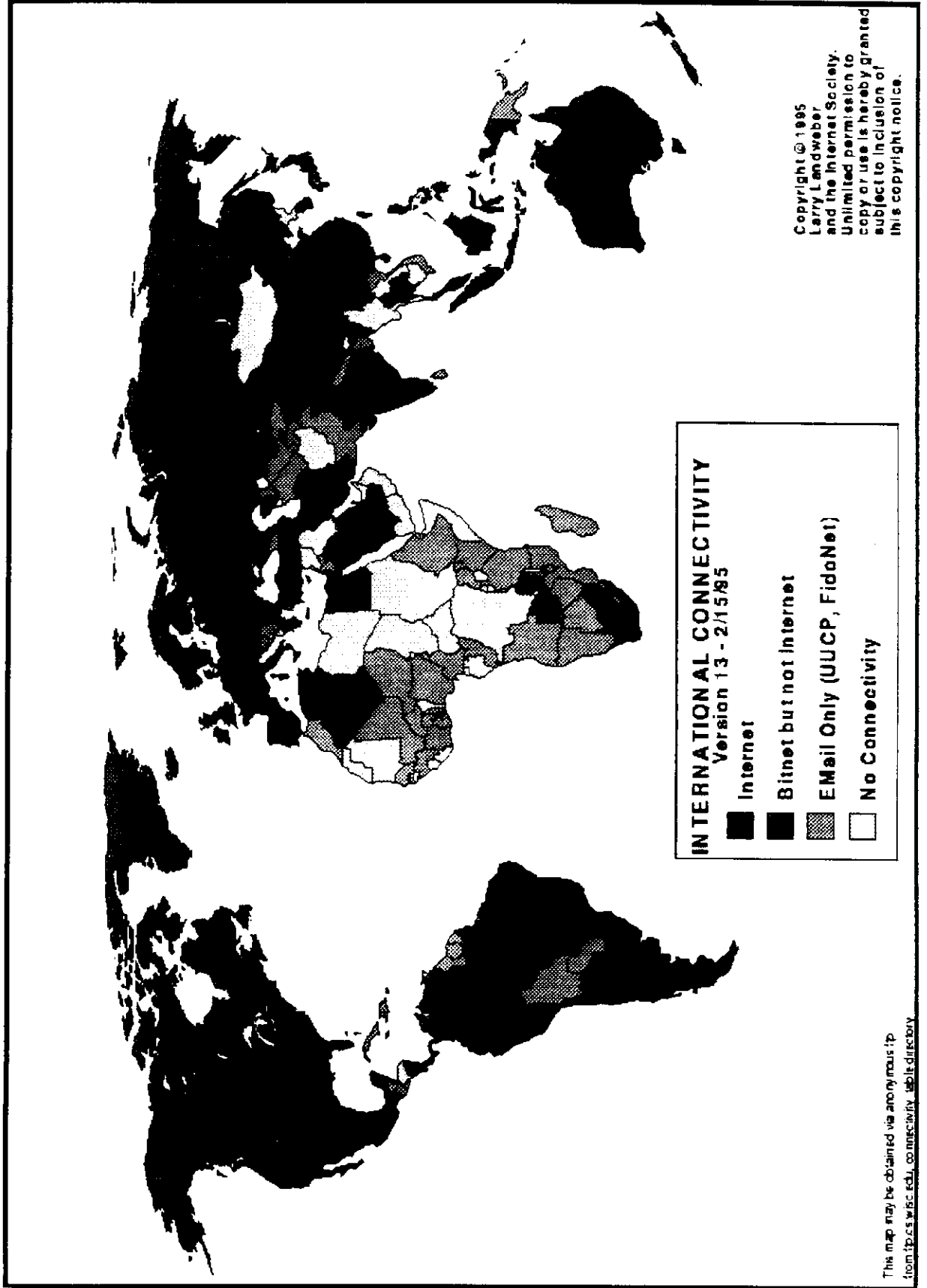
About Internet Products Inc.

- ◆ Specialize in connecting organizations to the Internet
- ◆ Manufacture the InterGate Internet Server
- ◆ Provide products and services for comprehensive Internet solutions
 - Local and Wide Area Network Design
 - TCP/IP and UNIX Consulting
 - Internet Security Analysis
 - Training and Support

What is the Internet?

- ◆ A collection of over 40,000 interconnected computer networks.
 - There is no one “Internet organization”.
 - Hierarchical network structure composed of backbone, regional and stub networks.
 - Networks agree to pass each other’s information.
 - Internet provides the infrastructure for electronic communication services.

Global Internet Connectivity



Internet Services

- ◆ **Electronic Mail**
- ◆ **Usenet News Discussion Forums**
- ◆ **File Transfer**
- ◆ **Remote Login**
- ◆ **Information Services including World Wide Web (WWW), Gopher and Wide Area Information Server (WAIS)**
- ◆ **and much more ...**

Electronic Mail

Eudora

File Edit Mailbox Message Transfer Special Window Help

11/22/95

In

Robert Crowe	02:38 PM	5/5/95 -[	4	Re: GINA
michele@thepoint.ne	06:30 PM	5/5/95 -[	2	School Survey
TOM ROTSTEIN	03:12 PM	5/5/95 +[	2	Intergate User Manual
Dr. Gerld R. Vier	06:48 PM	5/5/95 -[	2	Glad were back on-l:lin
Mary Bickett	04:56 PM	5/5/95 -[	1	ph msg

michele@thepoint.ne, 06:30 PM 5/5/95, School Survey

(Normal) Subject: School Survey

X-Listprocessor-Version: 6.0c -- ListProcessor by Anastasios Kotsikon
X-Comment: WWW Use in Education

Camden Station Elementary school in Crestwood, KY, has a homepage thanks to the University of Louisville and ThePoint Internet provider. Students at the school have designed a survey to collect data on Internet usage by other schools. The survey records the number of computers throughout the country (and world) have and how many of them are connected to the Internet. Teams of students gather and analyze the data daily. They will write a report and present their results on the Web as well as to the school PTA and local educational foundation. Could you please help them by having your classes repond to the survey? You can find survey by going to:

<http://homer.louisville.edu/public/camden>

File Transfer

WS_FTP intergate

Local System
C:\NET\FTP

ChgDir
MKDir
RmDir
.
View
Exec
Favorites
Delete
Refresh
DirInfo

ws_ftp.exe
ws_ftp.ext
ws_ftp.hlp
ws_ftp.ini
ws_ftp.txt

Remote System
/mirror/tempc/Mosaic

ChgDir
MKDir
RmDir
View
Exec
Favorites
Delete
Refresh
DirInfo

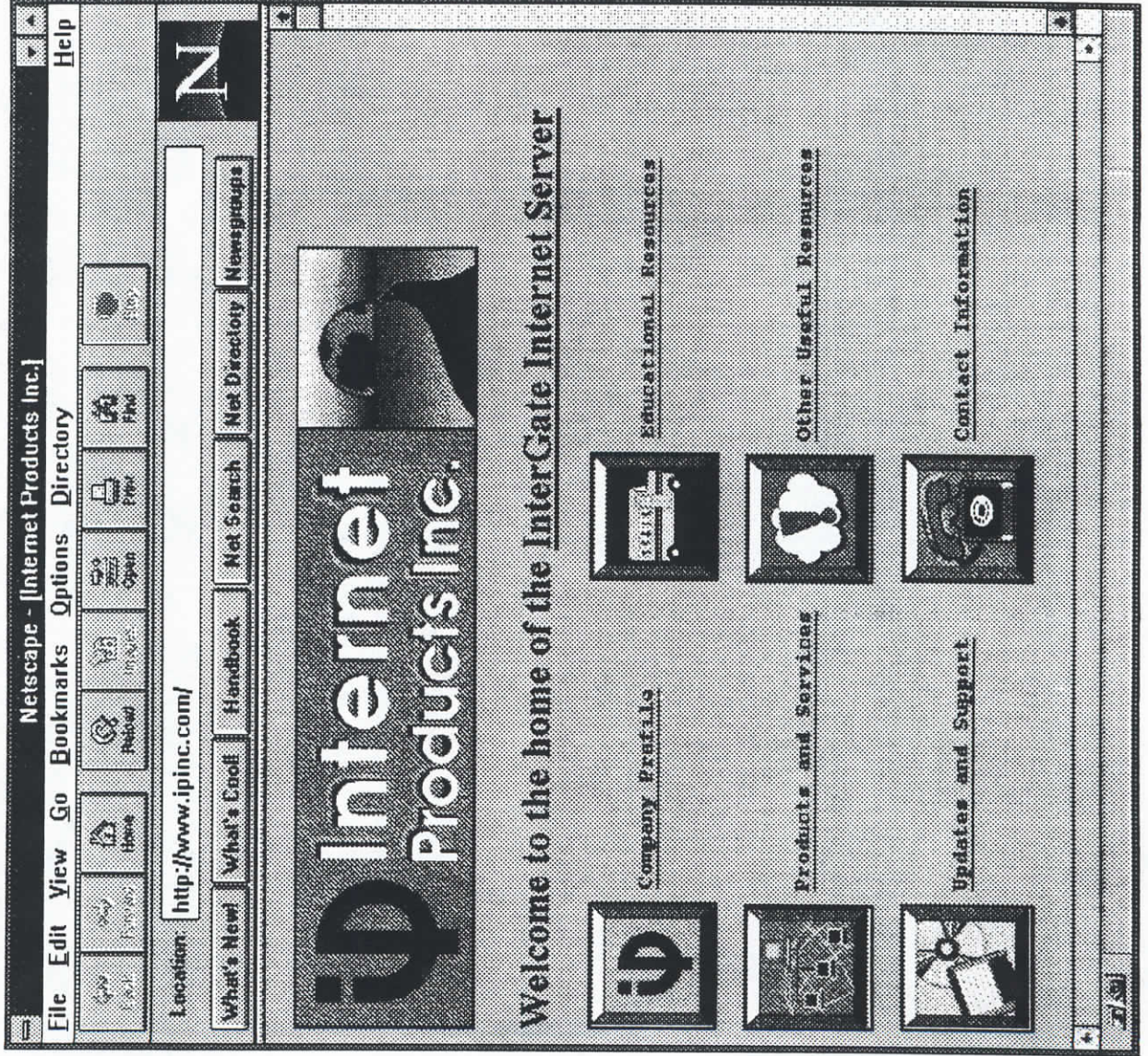
..
Documents
old
sockets
source
temp
tempc
-accountrc.Z
-index.Z
.mirror
README.TXT
README.WRI
RELNOTES-HTML.Z
asp-mosaic.2.0.0b4
mips-mosaic.2.0.0b4
mos20b4.exe
w325125.exe
w3250LE.exe

ASCII Binary L8

Received 976 bytes in 0.3 secs. (0.00 Kbytes/sec), transfer succeeded
226 Transfer complete.

Close Cancel LogWind Help Options About Exit

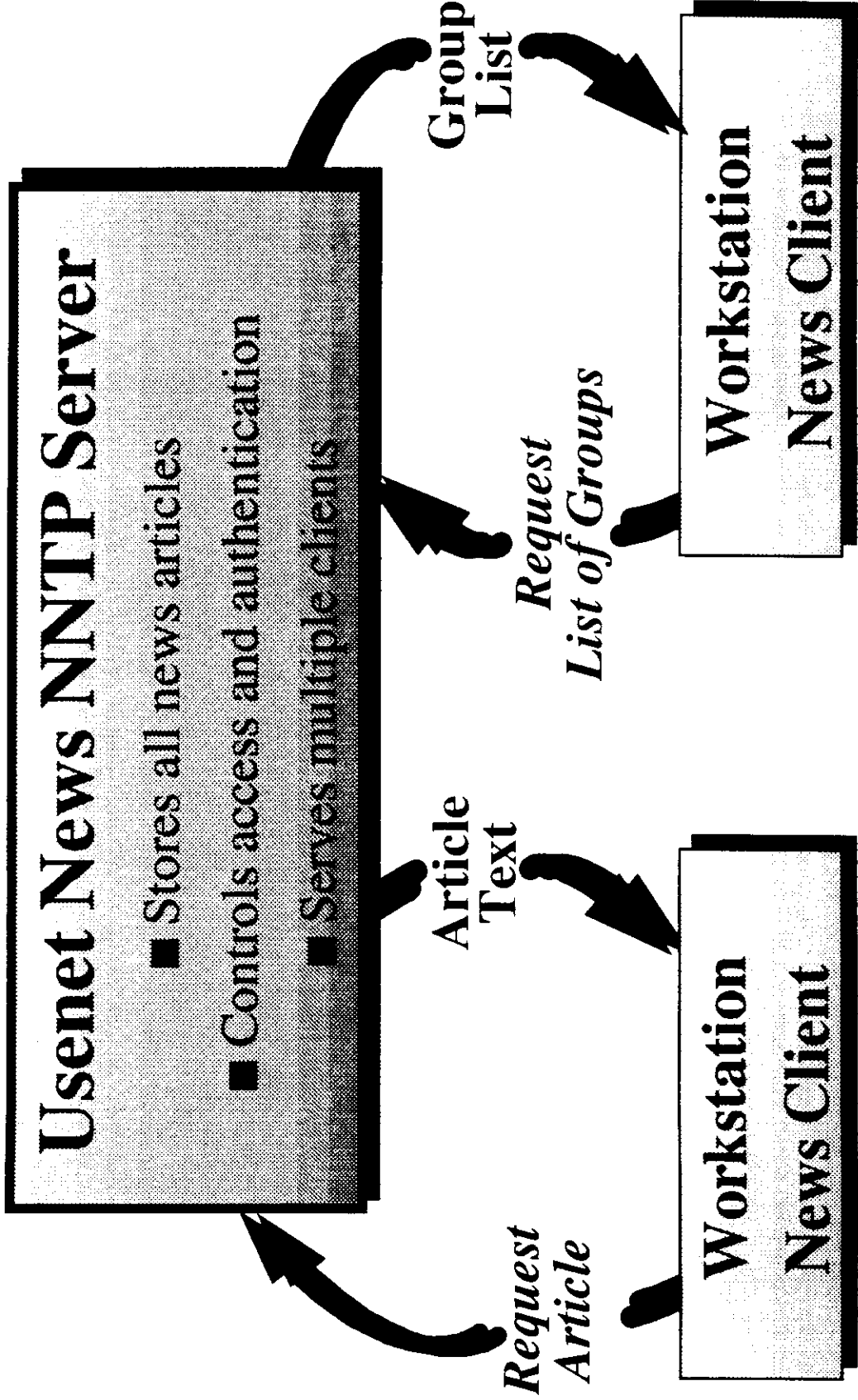
World Wide Web



Client/Server Architecture

- ◆ Most Internet services require both client and server software
- ◆ Information resides on server and is accessed with client software
- ◆ TCP/IP - Transmission Control Protocol / Internet Protocol is the low level language of the Internet
- ◆ Other higher-level protocols used for each service

Client/Server Example



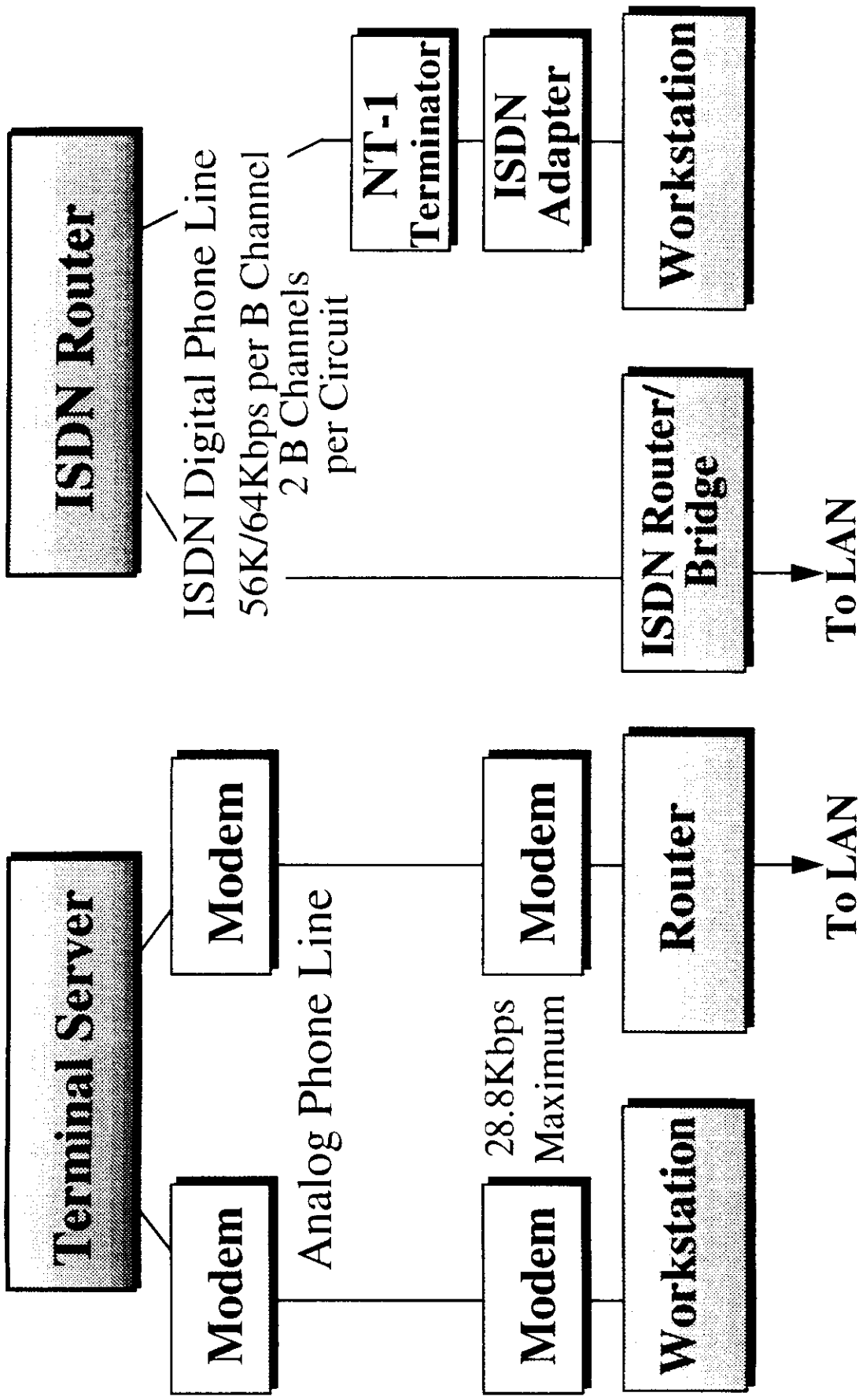
Server Software - Provides Information

- ◆ DNS - Domain Name System
- ◆ SMTP - Simple Mail Transfer Protocol
- ◆ POP - Post-Office Protocol
- ◆ NNTP - Network News Transfer Protocol
- ◆ FTP - File Transfer Protocol
- ◆ HTTP - Hypertext Transfer Protocol for
World Wide Web
- ◆ WAIS - Wide Area Information Server
- ◆ Gopher Server

Client Software - Access Information

- ◆ Mail
- ◆ News
- ◆ Telnet
- ◆ FTP
- ◆ WWW Browser (Mosaic, Netscape, ...)
- ◆ Gopher
- ◆ WAIS
- ◆ And many others ...

Switched Configurations



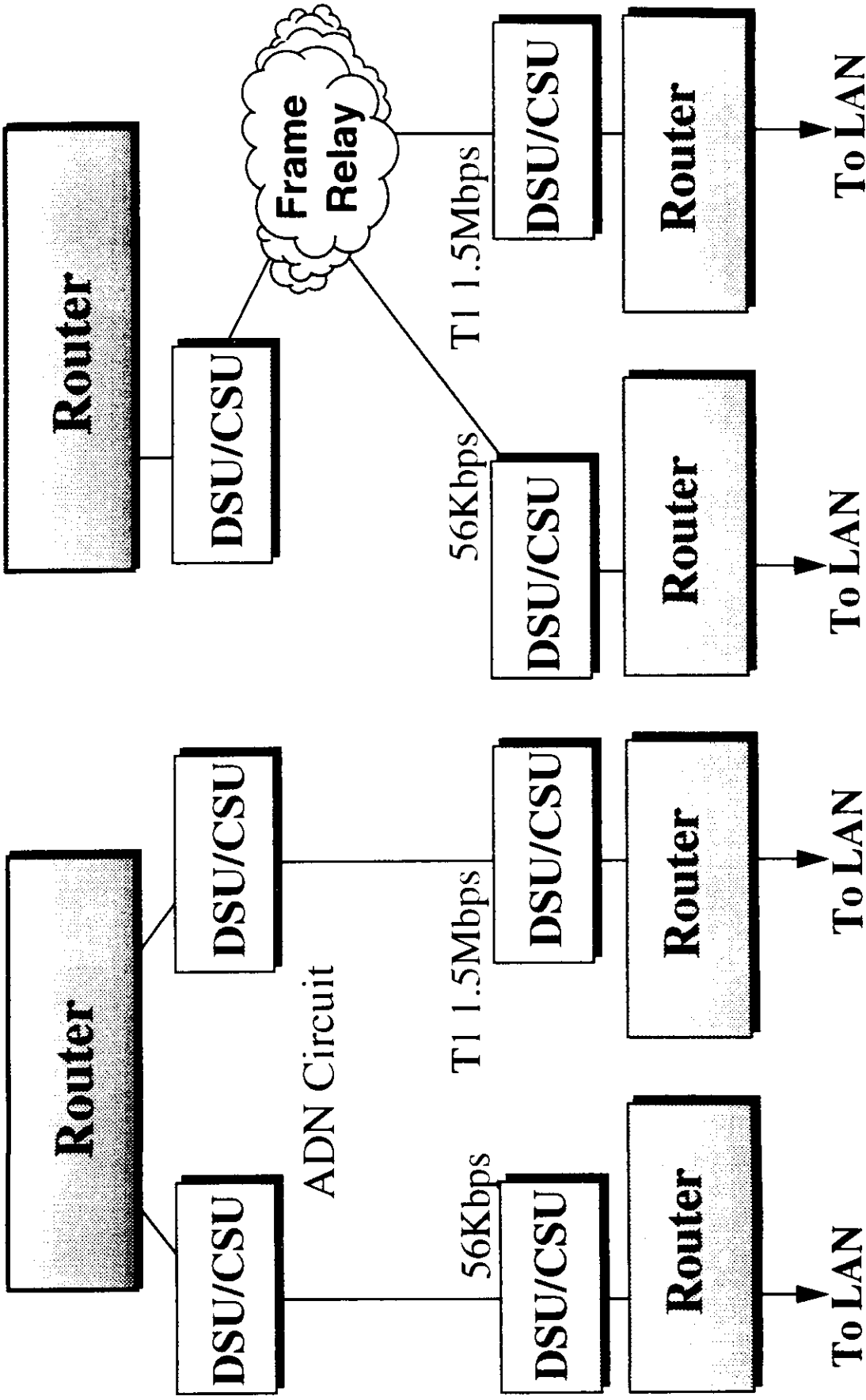
Individual Dialup

Network Dialup

Network ISDN

Individual ISDN

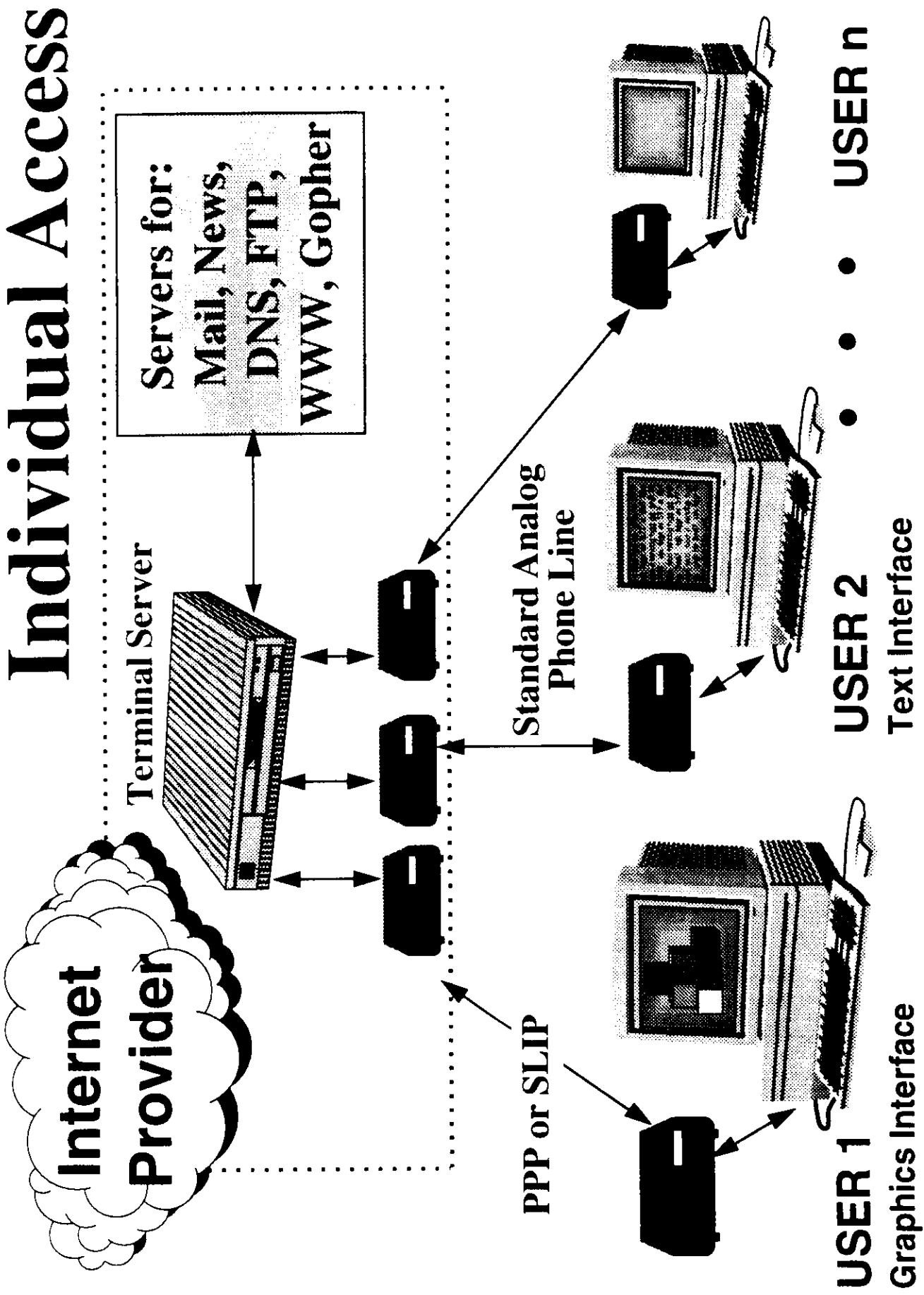
Dedicated Configurations



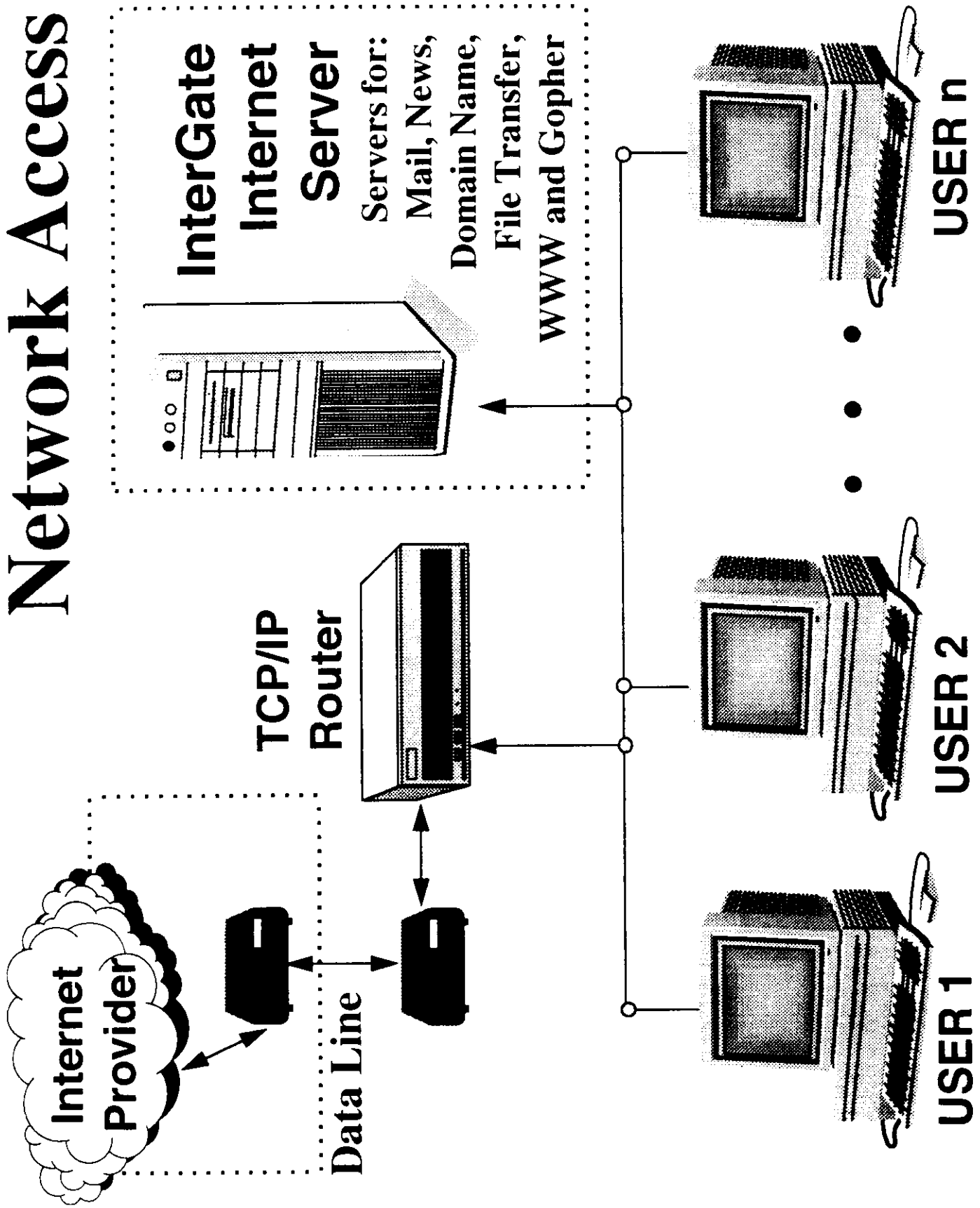
Point-to-Point

Frame Relay

Individual Access



Network Access



InterGate Internet Server Features

- ◆ Includes servers for Mail, News, DNS, FTP, WWW, WAIS, BOOTP and NTP.
- ◆ Supports outbound demand dial PPP and inbound SLIP and PPP routing.
- ◆ Plug-n-play design eliminates the long and expensive learning curve required to build and configure your own server.
- ◆ Provides WWW caching for greatly enhanced performance.

InterGate Features - Cont'd

- ◆ **Preconfigured with your domain name, host name, network address and news groups**
- ◆ **Menu-driven system administration tools provide easy maintenance of users, hosts, mail aliases and news groups**
- ◆ **Supports virtually all computing platforms including PCs, Macs and UNIX workstations**

Steps to connect your LAN

- ◆ **Select Internet Provider**
- ◆ **Register IP addresses**
- ◆ **Register Domain Name**
- ◆ **Order Phone Service**
- ◆ **Configure network routing equipment**
- ◆ **Configure Internet Server**
- ◆ **Configure Client S/W on Workstations**
- ◆ **Training**

For More Information

Internet Products Inc.

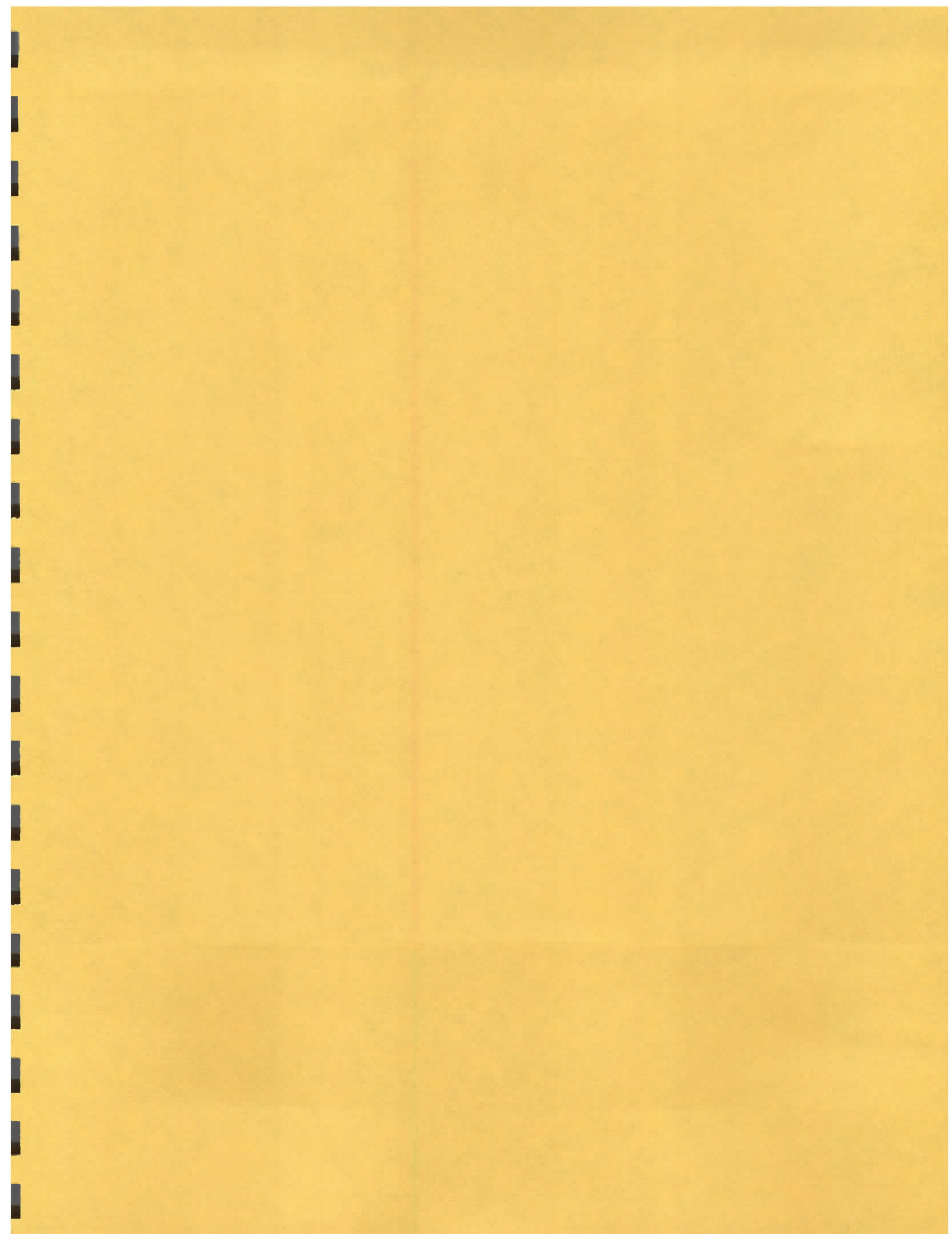
8947-A Complex Dr.

San Diego, CA 92123

(619) 576-4100

info@ipinc.com

<http://www.ipinc.com>



S P E A K E R

KENNETH L. GUERNSEY

Kenneth L. Guernsey is a partner resident in the San Francisco office. He re-joined the firm in 1988 after five years with Hambrecht & Quist and has served as managing partner of the firm since 1990.

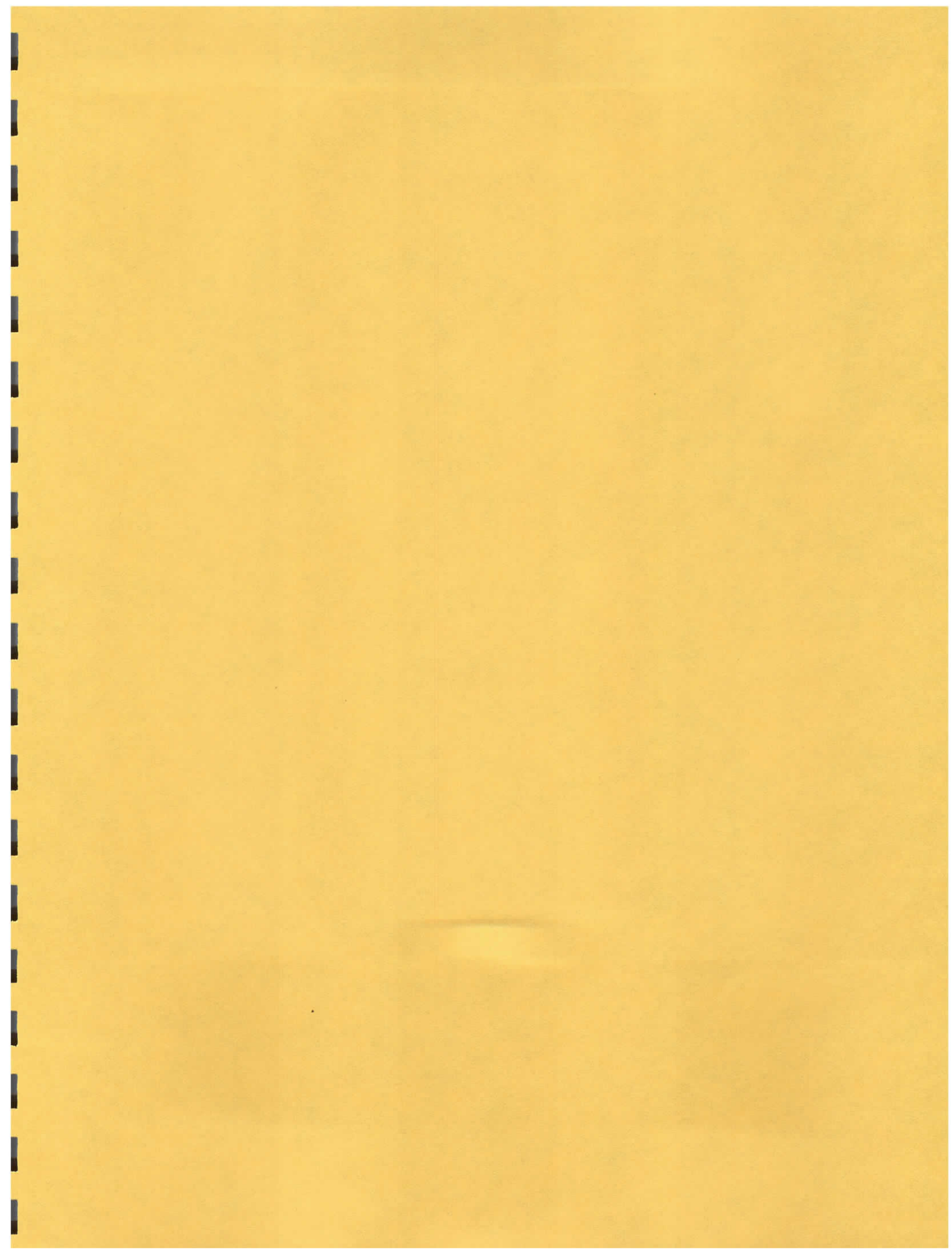
Mr. Guernsey's practice is corporate and partnership counseling with special emphasis on the representation of public and private companies, investment bankers and venture capital investors. From 1978 until he joined Hambrecht & Quist in 1982, Mr. Guernsey carried on a similar practice with the firm. Before becoming managing partner, he headed the firm's practice in the area of public company and investment banker representation.

Mr. Guernsey's practice is focused on telecommunications and interactive media, and his clients range from technology companies in fields such as wireless communications, broadband network infrastructure, electronic commerce software and high-end database management systems to media-related companies such as *Wired* Magazine and its World Wide Web-based affiliate, *Hot Wired*.

From 1982 to 1984, Mr. Guernsey served as vice president and general counsel of Hambrecht & Quist, where he created, staffed and managed a full service legal and compliance department for an organization of 400 people with six offices in the United States and Europe. He played a major role in numerous transactions, including securities underwriting, merger and acquisition and venture capital investment activities, the firm's conversion from partnership to corporate form, establishment of corporate compensation and equity incentive programs, design and implementation of qualified and non-qualified employee benefit plans and management of class action and other complex litigation. In 1984, Mr. Guernsey was named a general partner of Hambrecht & Quist Venture Partners. He played an active role in the formation and management of a dozen domestic and international venture capital funds with assets of more the \$600 million. His areas of principal responsibility included the structuring and negotiation of terms of new venture capital funds and venture capital and turnaround investments, investor and management reporting, and venture investment review and monitoring.

Mr. Guernsey received his J.D. in 1978 from the University of California, Los Angeles, School of Law. He concurrently earned an M.B.A. in finance from UCLA's Graduate School of Management and was a member of Beta Gamma Sigma. In 1974, he received his bachelor's degree in mathematics, graduating *cum laude*, from the University of California, Los Angeles.

Mr. Guernsey has served as a director of numerous private and public companies and is a member of the Bar Association of San Francisco and the State Bar of California.



S P E A K E R

WILLIAM J. PROFFER

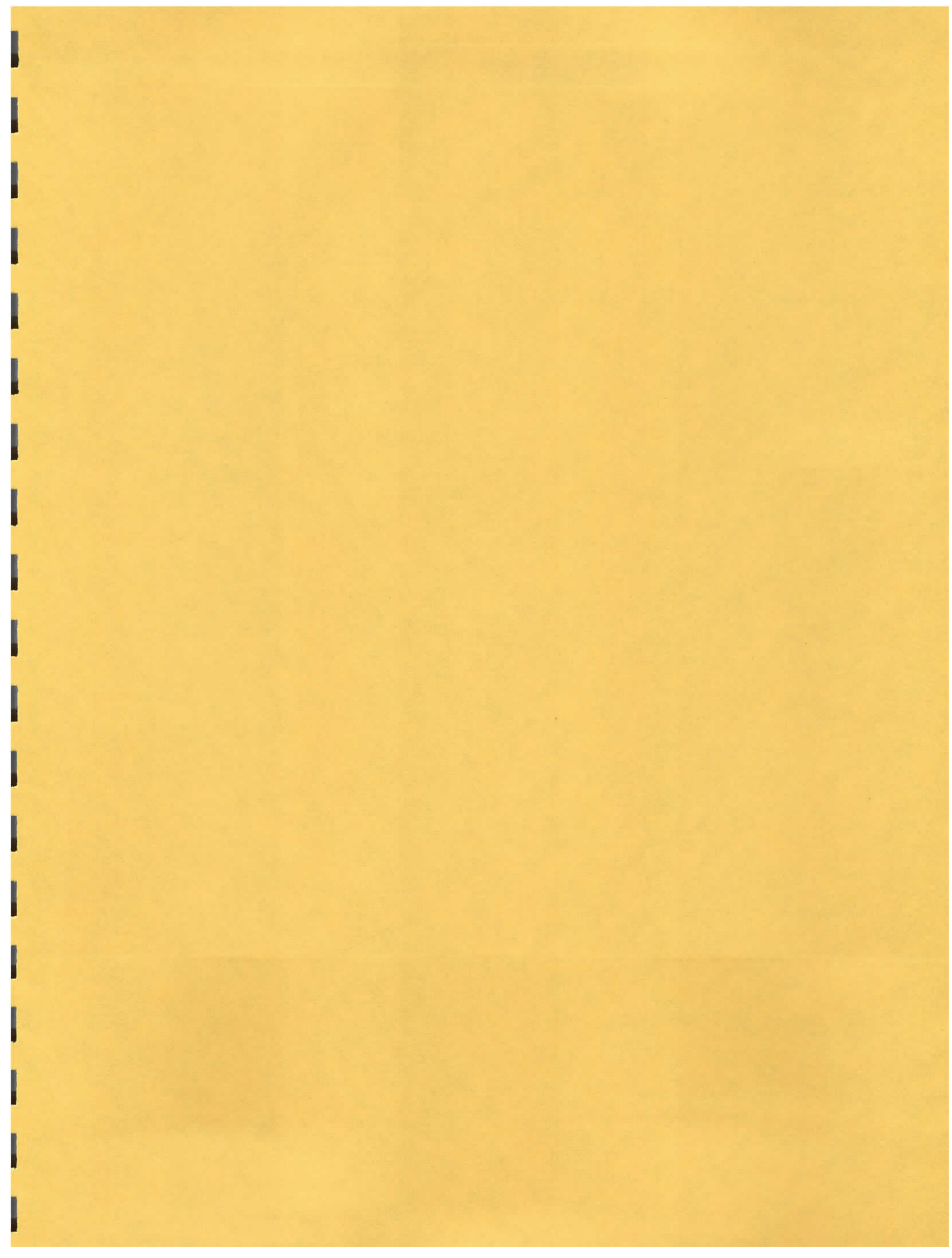
William J. Proffer is Director of the Information Management Laboratory in the Information Technology Systems group at Science Applications International Corporation, San Diego, California. The laboratory and its staff provide a testbed for networking and internetworking protocols and applications for both internal SAIC usage and as a resource for SAIC's Information Technology clients. The IT group at SAIC is the 12th largest Information Technology consulting organization in the world.

Mr. Proffer joined SAIC recently after 17 years as a senior staff scientist for the S-Cubed Division of Maxwell Laboratories. He has an extensive background in high-performance computing and communications, artificial intelligence and geophysics. He has been a visiting researcher in the Computer Science Department at Carnegie-Mellon University and the Los Alamos National Laboratory's Advanced Computing Lab.

He recently gained considerable recognition for his development of the Southern California Freeway Traffic Information Service on the Internet, which provides real-time traffic congestion updates to computer users in their offices. He also received a "Best of the Net" award for his "Taxing Times" Internet tax form and information server. Proffer also is an active participant in Mayor Susan Golding's "San Diego: City of the Future" telecommunications initiative and co-chaired two of the committees (applications and technology) working on that project.

One of the laboratory's first major projects was providing technical support for the America's Cup '95 World Wide Web site on the Internet. This site provided up-to-the-minute news, race results, and multimedia information on the America's Cup races and served over 100,000 Internet sites more than 15 million "hits".

Mr. Proffer has a A.B. in Applied Mechanics and Engineering Science from the University of California at San Diego, Revelle College, and a Master of Science in Applied Mechanics from the same university. He resides in Escondido, California, USA with his wife Terri and son Quinn.



S P E A K E R

JEFFREY S. CHALMERS

Jeff is a Senior Manager in the Audit and Business Advisory Services practice of Price Waterhouse LLP's San Diego office. Jeff specializes in providing accounting and auditing services to high technology companies. In addition to recurring annual audits, Jeff provides advice to early stage start-up enterprises, and assists with private financing as well as initial public offerings, international expansion and mergers and acquisitions.

In recognition of his role in providing a faculty research tool to San Diego's major universities and for establishing electronic links which enabled clients to communicate with Price Waterhouse professionals in other countries, Jeff was recently honored with the 1995 Price Waterhouse Technology Services Award. Jeff is on the software committee of the American Electronics Association and has been active in the UCSD CONNECT Program and the San Diego Venture Group. He is a member of the California Society of CPA's and the AICPA. Jeff joined Price Waterhouse LLP in 1985 after receiving his B.S. degree in Accounting from the University of the Witwatersrand (South Africa).



Jeff Chalmers, Price Waterhouse LLP

May 19, 1995

Lotus Notes --

A Workgroup Success

What is Lotus Notes...?

- ▶ The 123 of "groupware"
- ▶ Takes collaborative work to new heights!
- ▶ WAN/LAN to LAN topology
- ▶ GUI interface (graphics and text together)
- ▶ Automatically compresses data in storage/mail
- ▶ Internet capabilities...InterNotes

Why Lotus Notes?

- ▶ Very secure environment
 - Encrypted mail (to one or many)
 - Multiple levels of database access
 - Closed network
 - Dial-up access has very tight security
- ▶ User friendly
 - Forms-based, multiple views
 - Powerful full-text search available

Lotus Notes...to Price Waterhouse

- ▶ World Firms - 300 active Notes Servers in over 50 countries, 140 Notes Servers in 82 US locations
- ▶ World Firms - 20,000 Notes Users in the World Firms, 15,000 US Users

Lotus Notes...as I know it!

- ▶ Communicate with:
 - others in my office
 - other offices, including international
 - clients and other individuals through gateways (Internet, cc:Mail, X .400)
- ▶ Replaces fax machines as Notes lets you fax messages/documents directly from your desk
- ▶ Direct exchange of electronic media

Other uses for Lotus Notes

- ▶ Scan current publications effectively - i.e. NewsEdge and the Wall Street Journal
- ▶ Efficient dissemination of information
 - Distribution of software and documentation
- ▶ Convenient research tool - information is always current
 - Ability to obtain information from large databases (i.e. KnowledgeView)
- ▶ Request information from all other Notes users

Notes activity statistics

- ▶ 930,000 internal mail messages transmitted between offices per month
- ▶ 20,000 external messages (MHS, cc:Mail, SNADS, X.400) transmitted per month
- ▶ 100,000 Internet messages transmitted per month
- ▶ 14,000 Outbound faxes per month
- ▶ 1,000 plus replicated Notes databases

Notes activity statistics (cont)...

- ▶ 65M of data pulled a day from offices (Replicated out it becomes 1.8G)
- ▶ NewsEDGE databases average 14,000 hits daily (approximately 78M)
- ▶ Other databases average 30,400 daily document changes (6,400 updated plus 24,000 new documents totaling approximately 143M across 350 databases)

Lotus Notes in the following World Firms

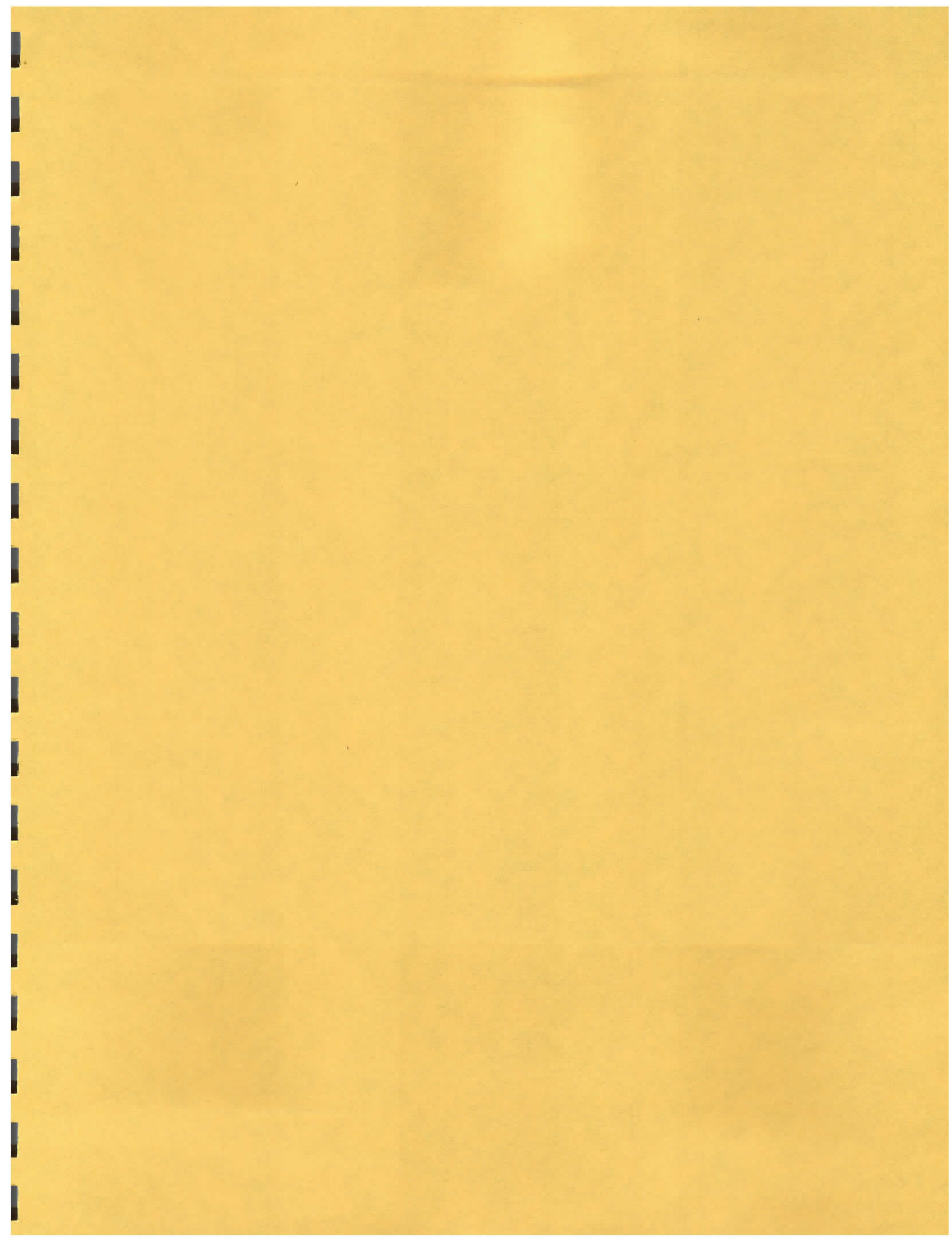
- ▶ Argentina · Australia · Austria · Bahamas
- ▶ Barbados* · Belgium · Bermuda · Bolivia
- ▶ Brazil · Canada · Cayman Islands · Chile
- ▶ China · Colombia · Costa Rica · Denmark
- ▶ Dominican Republic · Egypt* · El Salvador
- ▶ Ecuador · Finland* · France · Germany
- ▶ Greece · Guatemala · Honduras · Hong Kong
- ▶ Hungary · Indonesia · Ireland · Italy · Jamaica*

* Country has dial-up user access to a London or Tampa server.

Lotus Notes in the following World Firms

- ▶ Japan · Korea · Kuala Lumpur · Luxembourg
- ▶ Mexico · Netherlands · New Zealand
- ▶ Pakistan* · Panama · Paraguay · Peru
- ▶ Phillipines · Poland · Portugal · Russia
- ▶ Saudi Arabia · Scotland · Singapore
- ▶ South Africa · Spain · Sweden · Switzerland
- ▶ Thailand · Turkey* · United Kingdom
- ▶ United States · Uruguay · Venezuela · Zaire*

** Country has dial-up user access to a London or Tampa server.*



S P E A K E R

BRIAN L. DEAR

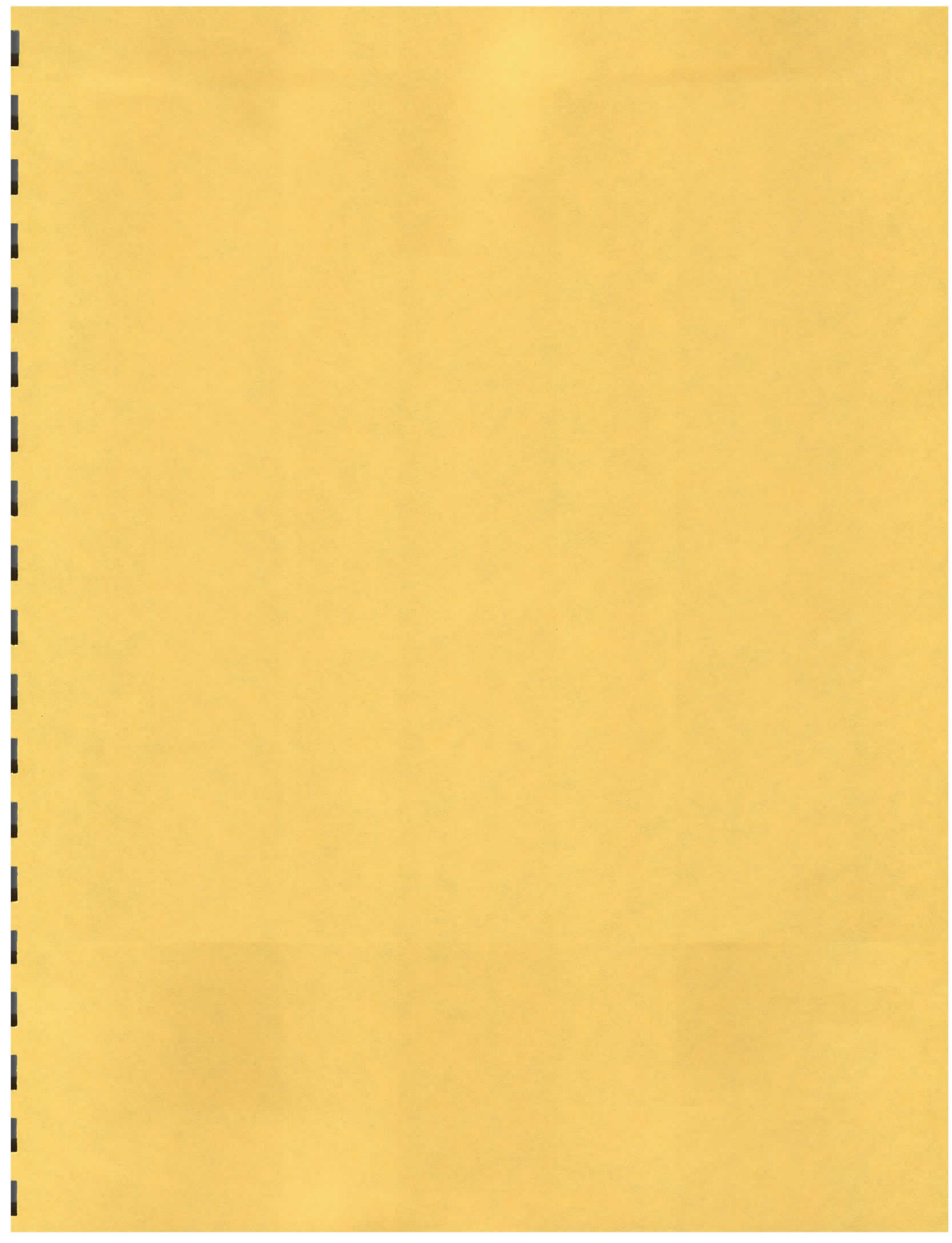
Brian L. Dear is co-founder, President, and Chief Executive Officer of Coconut Computing, Inc. Founded in 1988 and based in La Jolla, California, Coconut Computing designs, develops, markets, and licenses software for building and running online information services on the Internet and other networks. Coconut's forte is multimedia applications delivered over low-bandwidth networks, using a client/server system architecture originally developed by Mr. Dear.

From 1984 to 1987, Mr. Dear was a systems analyst for Ford Aerospace Corporation and Hazeltine Corporation, where he contributed to the design of a multimedia authoring system for computer-based training and simulation.

From 1979 to 1984, Mr. Dear held various positions at Control Data Corporation, the University of Maryland, and the University of Delaware, all related to development and administration of Control Data's PLATO system for the delivery of multimedia-based, interactive online courseware delivery. The PLATO system's interactive multimedia, conferencing, email, and groupware capabilities predated the current industry by at least two decades, and substantially influenced the design of Coconut's COCONET system software.

Mr. Dear has extensive experience in developing Internet applications and online information services, as well as experience in conferencing systems design, instructional systems design, software architecture and user interface design, and programming. Over the years Mr. Dear has published in a number of publications including BYTE, IEEE Expert magazine, and Educational Technology.





R E A D I N G L I S T

SUGGESTED READING LIST COURTESY OF THE UCSD BOOKSTORE

Business On-Line Searching: The Basics and Beyond
Marydee Ojala; On-Line Inc.; ISBN 0-910965-16-1

The Internet Business Book
Jill Ellsworth; Wiley; ISBN 0-471-05809-2

Internet Business Companion
David Angell & Brent Heslop; Addison-Wesley; ISBN 0-201-40850-3

Doing Business on the Internet
Mary J. Cronin; Van Nostrand Reinhold; ISBN 0-442-01770-7

Connections: New Ways of Working in Networked Organizations
Lee Sproull and Sara Kiesler; MIT Press; ISBN 0-262-69158-2

Managing Internet Information Services: World Wide Web,
Gopher, FTP & More
Cricket Liu, Jerry Peeko, Russ Jones, Bryan Buus and Adrian Nye;
O'Reilly & Associates, Inc.; ISBN 1-56592-062-7

Elements of E-Mail Style: Communicate Effectively Via Electronic Mail
David Angell; Addison-Wesley Publishing Co., Inc.; ISBN 0-201-62709-4