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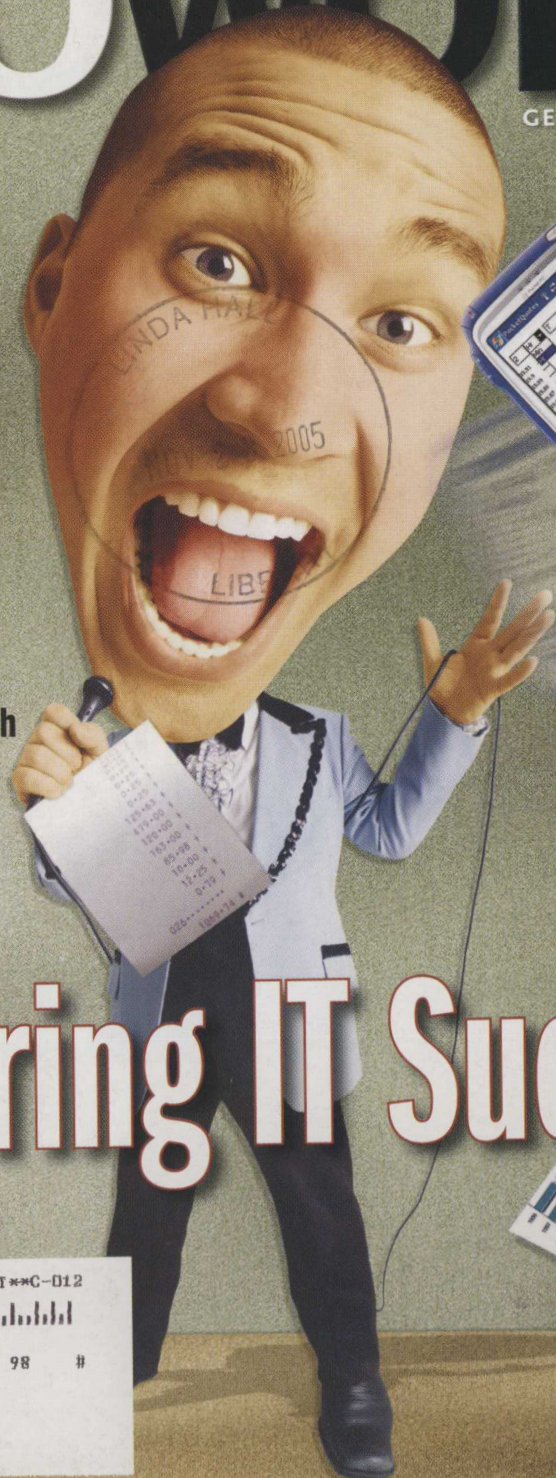
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GET TECHNOLOGY RIGHT®



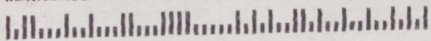
Is your project a
winner? No one
will ever know
unless you establish
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prove that you hit
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Measuring IT Success

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TECH WATCH

12 IBM's Master Plan for Data

DATA INTEGRATION Big Blue stitches together three acquisitions into a master-data product set for tackling difficult data.

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- 13 AMD Aims for Quad Core
- 13 Cisco Gets Hip to Mesh, Large WLANs



FEATURED THIS WEEK

24 Proving Your Project's Worth

BUSINESS It's not enough to do a great job. You need to campaign for recognition using more than just your abundant personal charm. You need proof points backed by numbers — not to mention the right office alliances — to succeed.

Plus

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33 Is It Time to Scrap Your Big Iron?

LEGACY SYSTEMS New, distributed architectures may finally be poised to give enterprises a viable alternative to expensive mainframe hardware.

Plus

- 39 When Mainframes Make Sense

TEST CENTER

42 Prep Your Web Apps to Perform

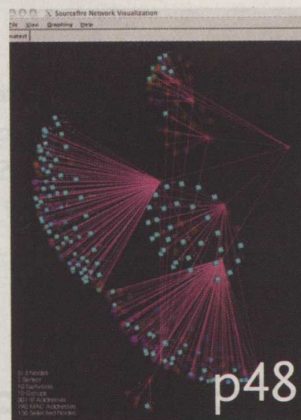
LOAD TESTING OpenSTA, ProxySniffer, and PureLoad represent strong solutions in the load-test spectrum.

46 Server Clustering Made Simple

CLUSTERED SERVERS PolyServe Matrix Server with HP ProLiant servers make a nice pair.

47 New Dimensions in Intrusion Defense

SERVER REPLICATION Sourcefire 3D combines network profiling and rule-based detection for policy enforcement.



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is not really associated with supercomputing, the company seemed bent on keeping a high profile at SC05: Microsoft was a major sponsor of the show, and Bill Gates was a keynote speaker. Also, Microsoft's booth was easily the largest on the floor, holding down the prime real estate at the middle of the show, requiring all attendees to pass through it as they wended their way between exhibit halls.

The main thrust of Microsoft's efforts at SC05 was for Windows Compute Cluster Server 2003, which is still in beta. Show attendees could grab a free time-bomb demo copy of Windows CCS Beta 2. Aside from that, the booth consisted of other vendors showing off various products loosely tied to clustering, running on some Windows variant.

Microsoft didn't seem so interested in talking to the press, and all that was readily available was a handout showcasing Microsoft's one day of workshops to be held at the show — a handout that somehow got the name of the show wrong, dubbing it "Supercomputer '05."

Microsoft's CCS is aimed at those who feel they need the raw horsepower of clustering but want to stay on the Windows platform. Historically Windows has been a very tough sell in the HPC market, so it's safe to say that the established HPC software vendors don't have too much to worry about from Microsoft — yet.

— Paul Venezia

PROCESSORS

AMD Aims for Quad-Core Opterons

ADVANCED MICRO DEVICES HAS added a new quad-core server processor to its road map. The new processor design, similar to the core used by the company's Opteron and Athlon 64 processors, will debut in 2007.

The processor will incorporate four cores connected together by a new version of the Hypertransport interconnect technology and will support DDR3

(Double Data Rate 3) memory, said Phil Hester, vice president and CTO of AMD, during the company's analyst meeting last week.

The server version of this chip will add a third level of cache memory to AMD's processors, allowing server designers to build systems with 16 and 32 processors.

AMD also said it will make relatively modest changes to its Opteron and Athlon 64 processors in 2006. The company will add support for DDR2 memory with the introduction of a new processor in the middle of 2006. That chip will also use a new socket technology, which uses a different pin structure than the sockets currently used on most Opteron and Athlon 64 processors. The new socket design will allow customers who buy Opteron servers

with the new mid-06 chips to upgrade to the quad-core chips without buying a new server.

The 2006 dual-core chips will also introduce AMD's Pacifica virtualization technology and its Presidio security technology into AMD-based systems.

— Tom Krazit, IDG News Service

WIRELESS

Cisco Gets Hip to Mesh, Large WLANs

CISCO SYSTEMS DID A BIT OF CATCHING up last week when it finally announced products to support centrally managed, large Wi-Fi and mesh networks for outdoor WLAN deployments.

The giant networking company's Unified Wireless Network uses a cen-

POSTINGS Highlights from our blogs

The Open Source Lottery

Do we sometimes overstate the success of open source (and Web 2.0, for that matter) by glomming onto the few winners, pretending that they are a widespread phenomenon? I think open source is a major trend, not a fad, and not relegated to a few chance successes. But I also feel that its future will be helped as we enable commercial open source to flourish.

Matt Asay, *Open Resource*, Nov. 16

infoworld.com/3596

Kill SMS! Die! Die!

So, you're at the airport and you notice your Treo has gone missing, along with thousands of contacts and e-mails and plans for the latest acquisition. After you stop hyperventilating, wouldn't it be nice to just borrow a fellow traveler's phone, text your number with one password, and know that all your sensitive data was wiped completely from your PDA? I know I would. Well, that's what SMS Kill Pill allows you to do, send an SMS message containing your secret password to your Treo, and all Treo data will be erased and your Treo subsequently reset.

Victor R. Garza, *Zero Day Security*, Nov. 10

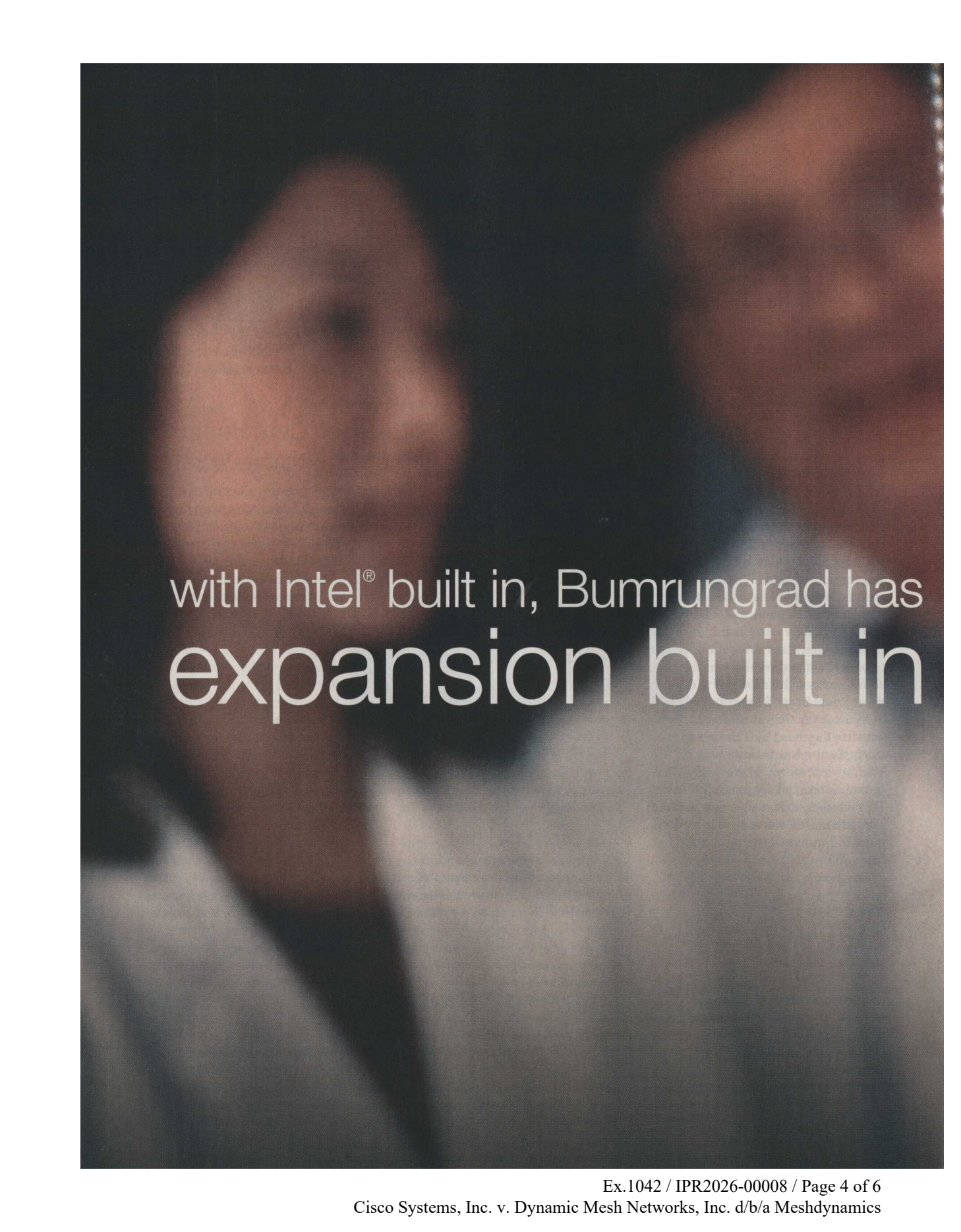
infoworld.com/3598

Are Companies Just Marketing/Branding Machines?

Seriously, Google piggybacks on content owners. Red Hat piggybacks on Linux kernel hackers (though it is now actively leading that development). ESPN (Mobile) piggybacks on Sprint's cellular network. I could go on. Doesn't anyone actually build things anymore? What will happen if we all turn into marketing machines? Will this leave us in a world devoid of substance or, in the case of open source, of software?

Matt Asay, *Open Resource*, Nov. 15

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expansion built in



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STORAGE ROOM TRANSFORMED INTO PEDIATRIC CLINIC. Bumrungrad Hospital, Southeast Asia's largest healthcare facility, created a kid-friendly pediatric clinic out of a 10,000-square-foot medical records unit. How? An ultra-scalable, 4-way Intel® Xeon® processor-based system improved data reliability and made records paperless. Read more about Bumrungrad Hospital's experience with Intel built in at intel.com/builtin.



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tralized architecture for deploying WLANs across the enterprise. The devices come almost a year to the day after Symbol introduced the first device to the market, the WS 2000 Wireless Switch. As opposed to Symbol's and those from competitors that followed, Cisco's Wi-Fi solution previously required a network administrator to manage one AP (access point) at a time.

Taking the management focus one step further, Cisco also announced that the WLAN management modules will be integrated with its flagship enterprise and branch-office switching and routing products. The WLAN control module will be integrated with both the Catalyst 6500 enterprise router, which is capable of controlling as many as 1,500 APs, and the 2800 and 3800 branch-office routers, which control a maximum of six APs.

Cisco's mesh-networking entry, the Aironet 1500 Series, is an outdoor wireless AP that comes with two radios. The Wi-Fi radio handles access, and the second radio is dedicated to wireless interconnectivity, or meshing, across wireless and wired APs.

— Ephraim Schwartz

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FROM THE ANALYSTS We parse the data so you don't have to

Microsoft Live: More Ads in Store?

I SAW REAL NETWORKS' CEO ROB GLASER ON STAGE THIS WEEK AT A HIGH-TECH gadgets preview and had a flashback to his company's nightmarish RealPlayer — the most advertising-laden, nagging, hard-to-uninstall piece of software ever to grace my desktop (except for that flash-in-the-pan PointCast).

This memory struck me the same week that Microsoft, getting lathered up about Google, previewed its next-generation, Web-based, ad-supported set of services dubbed Office Live and Windows Live. These services, initially targeted at consumers and small businesses, will include things such as calendar management, information management, and solutions implemented on Windows SharePoint services.

I immediately thought: Don't do it, Microsoft! I don't want ads mucking up my Office or Outlook. I don't want a zillion plug-ins and add-ons nickel-and-diming me at every turn. I don't want to relive that RealPlayer experience again. Remember one thing, Ray Ozzie: Google is succeeding because it helps us cut through the clutter, not because it delivers more clutter.

How will enterprises take to Microsoft Live? Gartner's first reaction, in a Nov. 4 news analysis, was to predict that Microsoft will face an uphill battle because enterprises are wary of

accepting software automatically downloaded from the Internet or that contains advertising, and also "may not be comfortable with Microsoft adopting the role of their systems integrator."

Gartner continued, however, by saying that "these prejudices are short-sighted and will inhibit enterprises from benefiting from software delivered as services." So keep a close eye on how Microsoft decides to leverage technologies such as AJAX along with its Windows and Vista rich-clients.

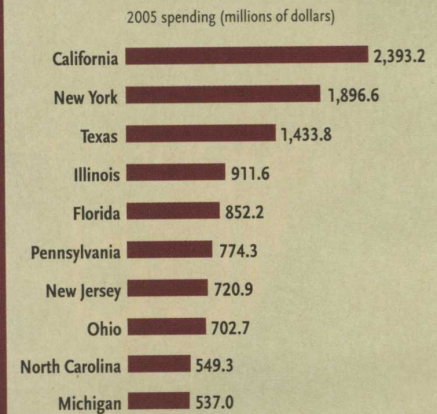
And now ... Webshoring In one of the more bizarre beta tests I've ever seen on the Web, Amazon has launched something called Amazon Mechanical Turk (mturk.com). In a nutshell, you can go to the site and perform trivial tasks for Amazon that humans can do better than computers — like identifying photos — and get paid by the task for doing it. In other words, digital piecework.

I gave it a try and performed six HITs (human intelligence tasks). Each, if approved, will pay three cents into my Amazon account. By my crude reckoning, if I get paid for all six, I'd be making about \$3.60 an hour (pre-tax). What fascinates me — aside from the creativity on display here and the fact that this is technically less than minimum wage — is that Amazon has figured out how to take the outsourcing trend to its ultimate extreme, which I'll call Webshoring. It doesn't have to care which country the worker is in, as long as the work gets done and there is no management overhead. Wow.

— David L. Margulius

Send information to analyst@infoworld.com.

Top 10 States in U.S. Application Development and Deployment Spending



SOURCE: IDC