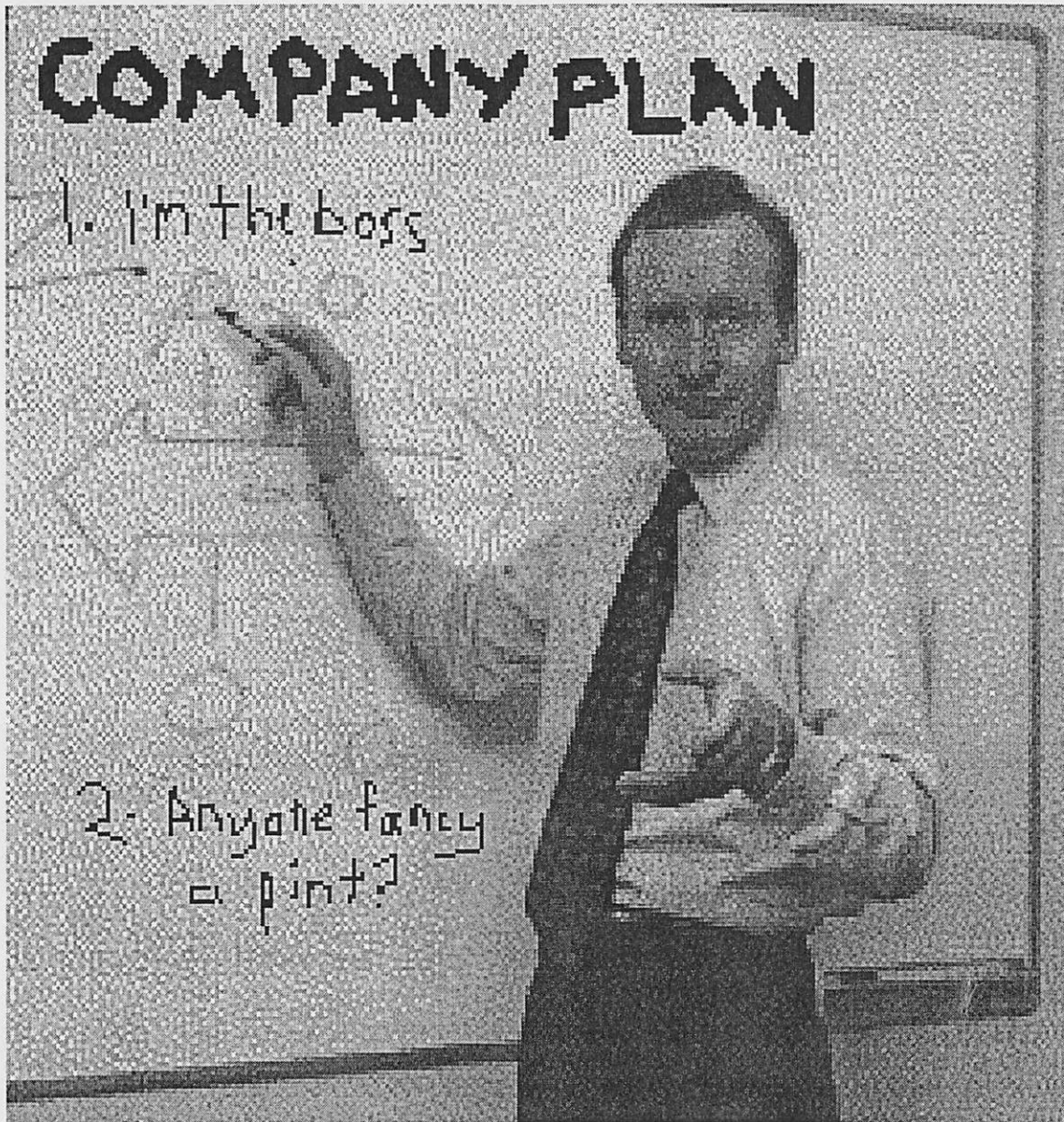


Alternative Re-organisation Plan Narrowly Defeated At High Level Board Meeting - Annrai Gutted



The picture says it all. Annrai's bold but ultimately unsuccessful strategy for further growth and a few swift halves down the Pembroke is captured here for posterity by our official **i-contact** photographer. "It's our best bet for both staggering sales increases and staggering around outside the pub on a Friday night looking for a ruck with Visigenic", Annrai told **i-contact** in a bid to drum up support for his plan.

Unfortunately such support was not forthcoming from anywhere except certain areas of shipping and sales; Colin Newman

described the plan as "silly" whilst Sean Baker felt it needed "quite an amount of work" before it could get off the ground. CEO Chris Horn made no comment.

On a slightly different note, we are pleased to announce that today is Annrai's birthday, and the lucky chap doesn't look a day over 36. In a spirit of friendship we've even stretched the picture a bit to make him look thin (a bit like Paula Abdul does in her videos).

Happy birthday. Hope you like the liquidizer.

New Staff

Who are they? What are they up to? Most importantly what are they earning? Only **i-contact** can give you the real deal - with only some bits made up. Even more important than the most important bit - who the hell is **Alan Conway**? Here's the list....

Engineering:

Bernard Normier
Ian Brennan
Dave Kierans
Eoin Parker
Martin Milner
Andrew Blackmore
Linda Spellman
Eilish Walsh
Margaret o'Donnell
Ruichun Liu
Alan Conway

Others:

| | |
|----------------------------|------------|
| David Hayes | Pro Svcs |
| John Keeling | Pro Svcs |
| Fintan Bolton | Pro Svcs |
| Mary Blacklock | Sales |
| Donough O'Callaghan | Sales |
| Alan Conway | Office Boy |
| Fionagh Ryan | Marketing |
| Jarlath Dooley | Personnel |
| Sylvia McNeece | Legal |
| Arthur Green | Sys Admin |
| Linda Kavanagh | Finance |
| Martin Chapman | Bus Dev |

NB. At the last moment **i-contact** was refused permission to print starting salaries. Apologies.

Fair Deals - John O'Toole's famous sales soap

In the dead of night deep within the bowels of IONA HQ, a group of shady looking senior managers are discussing covertly the re-organisation of IONA's sales team.

C.Horn: Its simple really, we think of a clever new name for tech support and engineering, throw in a few product managers and make **Faker** and **Target Gallery** VP's of the lot.

Target: Done deal.

We join the team later that week enjoying their celebratory quarterly meal. Curiously it falls on the same evening as the night out for the department formerly known as business development. Its early in the evening and already **C Lushigan** is starting on her second bottle of vino, **Fergal Mc Job** is busily fending off unwanted advances being orchestrated by **Ms Lushigan**. **Target Gallery** takes this opportunity to explain the effect of the new organisational structure on sales.

Target: Its the same as it ever was, I'm still the boss but we're going to be joined by **Conor Hatman**. Conors role will be similar to his previous position, he gets the colour printer and gets to make 'strategic' phonecalls every now and then. If he's not at his desk then its likely he's closing some global deal, with the pizza comapny. We're also getting **Ross O'Consultancy**, hell be available to sell Grannys at group rates. He's not going to sit in sales, in fact he's not actually changing job, its just that I'm his VP. Simple really.

These announcements are met with stony silence from the team.

A.Whipme: Personally I think me and **S.Dream**(we all know what he's really called) should run sales. Stevie says he can make next quarters target on his own and I believe him.

P.Loadsaruntimes: We all know who drives sales. Only an Alfa driver is up for the job.

At this point the entire team turns off in expectation of a car story.....

Tune in next time for the continuing saga of the IONA sales team.



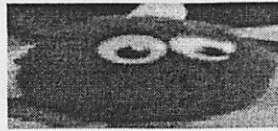
Release News

Of course our friends in engineering are far too busy moving desks and forming "tiger tokens" to be working on the product, right? **WRONG!** No sooner had Chris laid down the law than they're meeting over a pizza and hatching their plans for world ORB domination. And here's what they've come up with.

Orbix 2.1, whose exclusive features were announced last month, is still in the pipeline, whilst work has already begun on **Orbix 3**, code-named "ART", short for "Abstract Run Time". The name, apparently, was settled upon after the possibilities for cool T-shirts were considered. A cast of thousands has already started work on this ambitious project - watch this space for details as the plans unfold.

Names

Yet another implementation of one of the many CORBA services, **OrbixNames**, has gone to GA and is currently being distributed by FTP from our Website. An implementation of the **CORBA Naming Service**, **OrbixNames** is being supplied **free, gratis and for nothing** to our customer base, as long as they are willing to wait **6 hours** for



the thing to download. An increase in bandwidth is on the way so *nil desperandum*

Tag Team Wrestling

So what about these 'tag teams'? First off, the OrbixWeb team are set to announce the release of OrbixWeb 2.0 any day now. Enterprise are still busy hacking away at MVS with the assistance of BellSouth. The CORBA Security service is being worked on by a team led by **Charlie Watson** - still at the research stage at present. **Margaret Irish** still leads the line in OOSA and OVA development - soon to be a generic database adaptor in the next release.

Marketing

Marketing, of course, is the new name for Marcoms. Knowing that good PR begins at home, **pocket marketer Colin Newman** has ordered his troops in for 9.30 in the morning - every morning. You might think that we would all leave earlier, but no, clocking off time is still **half past three** just like it always was. Is this fair? Meantime work continues apace under the new divisions of **PR, Publishing and Events**.

Work it out for yourself. We have also taken over the role of **market intelligence**

Orbigrams

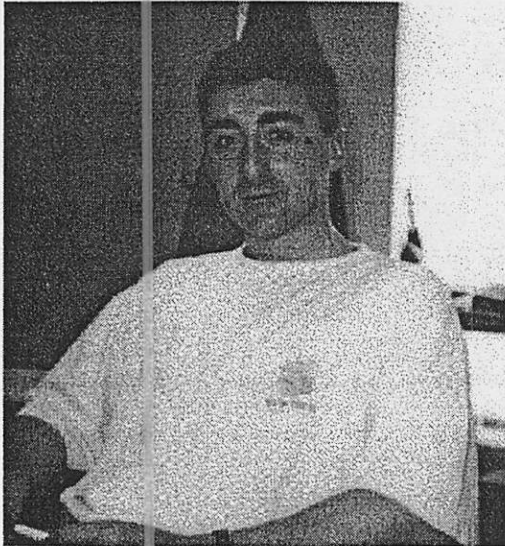
although as the latter quality is rather thin on the ground down here we haven't yet made a great deal of progress. Meantime Object Expo Europe is apparently a great success - well done to our intrepid attendees **Ali Hand, Myles Doyle, and Terence Cross**. Look elsewhere for more fast-breaking details of their voyage of discovery. How exciting....

Evangelists R'Us

Poor old Business Development. Stuck with the new title of "**product evangelist**" product managers have resisted the change and clung to their old monikers. **What on earth could be wrong with being an evangelist?** You get your own TV show, a big white house and the chance to separate little old ladies from their life savings (not a tough job, **or so I have heard**). Meanwhile, the usual series of top-secret deals are underway, so secret that I couldn't tell you about them even if I knew what they were. My two week absence and the inexplicable reticence of many members of staff have left the news just a tad bare I'm afraid. Oh well.

From Strange to Obscurity

When one first meets **Michael Kelly**, one senses rather than sees the firm resolve and balls of steel that the man wishes he possessed. He is ready to spend as much time asleep as exchanging filthy jokes and URLs along the "JUNK" mail alias and to his colleagues.



With more than **four months** experience in the computer industry, Mike has been instrumental in getting the graphic design people to redesign the logos for the **OrbixWise** partnership programme. "The old ones were blue," he says. "Some of the new ones are other colours.

Some of them are nice bright colours. **But one of them is still blue**". This breathtaking vision is typical of the management style Mike has brought to IONA.

Educated in **WOMBAT**, Michael graduated with joint honours in Floristry and Astrology. "I learnt a great deal in the creative environment there," he says. "The alphabet, numbers and even simple addition." These are skills which have served him well.

Michael believes in change, but not change for its own sake. "Usually it's change to buy things with," he says. "**Like penny sweets**. Except you get them anywhere nowadays." Nonetheless, he remains firmly committed to 2p and even 1p coins.

In order to describe his experience, it is easier to say what it isn't than what it is. Michael has not designed, developed, engineered, marketed or sold product. Or even seen one. In fact, he is very hazy on the notion of what a product actually is. He's expecting to be recruited into the sales department any day now.

So just what is the secret of ensuring a company succeeds? The emphasis, says Michael, should be on three key words: "I", "don't" and "know". Words to live by.

From being MVS product manager and having BellSouth do everything, **Conor Halpin** has now risen to the heady depths of sales. More inactivity is planned. This leaves him time to cultivate what he imagines is a sharp, besuited romantic image, complete with trilby. **i-contact** thinks it's time for a:

Conor Halpin Reality Check



what he sees

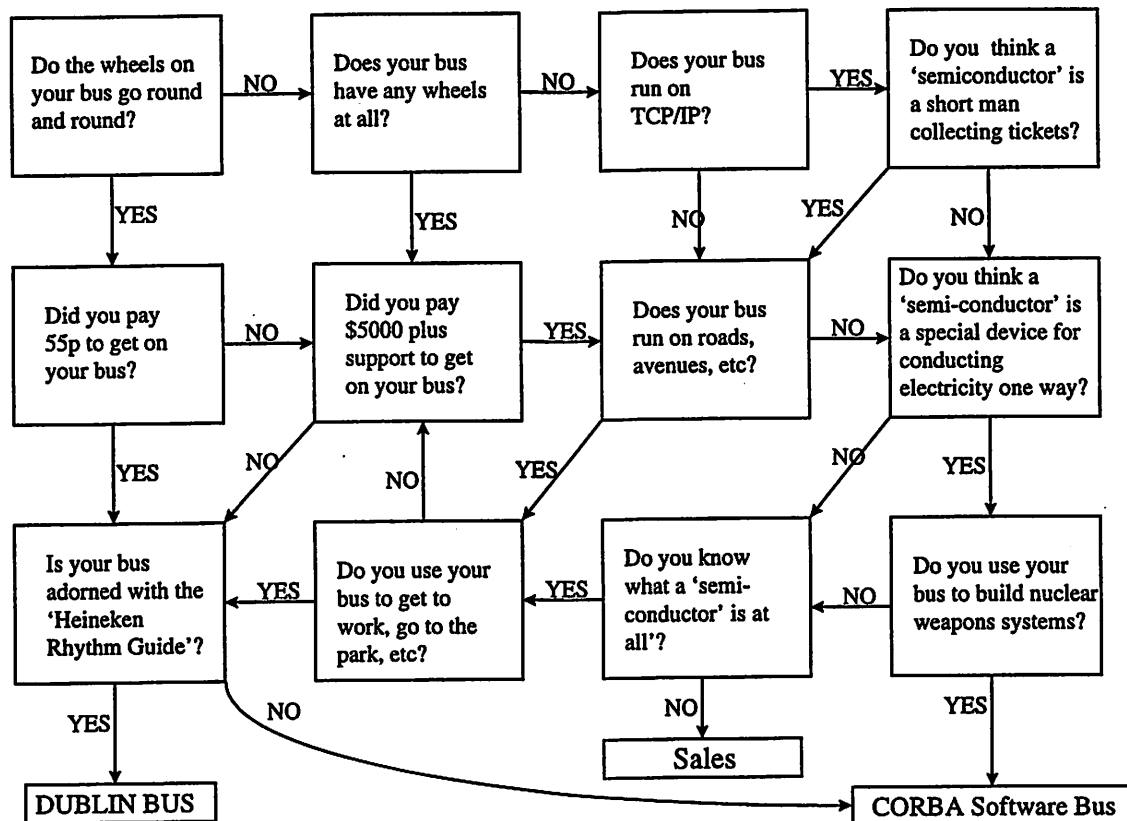


what we see

Are You "On The Bus"?

And if so, where on earth are you going? For some the answer to these questions might be a simple "No". You might say to yourself "I'm not on the bus, I'm sitting down at my desk chuckling to this newsletter". Of course there is a chance you **ARE** on a bus whilst reading this, perhaps the stopping service to Rathgar or the City express to Blanchardstown. But anyway, lets assume that you are not **LITERALLY** on a bus right now, both for the sake of argument and to avoid getting bogged down with minor details before the article is even underway.

Perhaps, having agreed that you are not on a literal bus, you may be surprised to find that you are on a **METAPHORICAL** bus, the CORBA Software Bus to be exact. The OMG are so taken with this double meaning of the word 'bus' that they've built their website around it (www.omg.org) - although Class A drugs almost certainly played a part as well. And so silly is **i-contact** that we've decided, for want of anything better to do, to help staff check what kind of bus they are on.....Dublin Bus or The CORBA Software Bus. So here goes - start at the top left and don't assume this thing works.....



And finally, for a bit of fun, we thought we might take a look at what various members of the metaphorical OMG bus might do if they were on a literal Dublin Bus. I know some of you like this kind of thing.

IONA: Of course we are on the bus. Some of us are up with the driver steering a course into the future, some of us may be down the back, singing, drinking beer and swapping Dairylea triangles for sexual favours, but God knows we're all there.

VisiChronic: They're on the bus alright, they got on just after us funnily enough. Now they're inviting all their big friends onto the bus and calling it a steamroller - very confusing.

KittenSoft: Opinion is divided - they *say* they're on the bus, but from where the rest of us are looking they're desperately trying to keep up in a battered Robin Reliant. Sometimes they pretend they don't need the bus anyway.

IBuprofeM: Trying to get on the bus - bringing with them their old bus which they are trying to cram into the shining new OMG bus. They especially like the "kneeling bus" feature which allows easy access to the bus for elderly, infirm, and generally defunct organisations

Mongosoft: Tired of pretending the bus doesn't exist, Mongosoft has now boarded the bus only to put a gun to the drivers head and demand the bus drive down some primitive dirt-track. They don't really like the bus.

“Change For Changes Sake”

Only messing. We think moving around is a great idea

Thought we'd better fill you in on what actually happened during that fortnight of madness. Don't say we don't bring you the facts....

Reception remains an oasis of calm, if you will, the eye in the hurricane of IONA Technologies. (*“While all around are losing theirs”* etc...oh, never mind). The 777, no longer climbing on an aeronautically impossible flightpath, sits atop an exciting and slowly revolving display of middleware, the software taking certain small pockets of the world by a sort of light breeze. Through the security doors the IONA visitor finds himself, or indeed herself, in amidst Sales and Marketing. Bringing the two departments together on the ground floor has been a master stroke in energy conservation, explains Suzanne Brown - “after all”, she tells us, “hot air rises. We can save 50% on our heating bills for the three floors above with the amount of guff coming from these people”. Right down at the back, in a little pokey corner, are shipping. And sometimes Gerry Carr is there as well.

Leaving behind the ground floor our exciting adventure continues on the first floor. Amidst the mass of “tiger-teams”, “commando units” and “kick the buggery out of the opposition squads” now crowding this floor are Orbix 2 and 3 (now swallowing up desktop), OrbixWeb, and, no doubt, several others whose name eludes me at the moment. The first floor is also now home to the various product managers and the product development team led by Earry Morris. “We like it here”, Lean Doody told **i-contact**, “although it smells a bit”.

The second floor still contains finance, Sysadmin and Personnel, plus Chris of course in his swanky office. Our newly formed legal department occupy what used to be the office of Mick Prokopis, who is now bored with Ireland and has decided to go home and leave us to pick up the pieces after the re-organisation.

It is, however, all change up above on the Third floor. Training and Consultancy, or

Professional services, or indeed Customer Services, have moved down in the world, with Cormac O'Zulu of all people sitting in my old desk. Must have fallen through the ceiling after eating all those pies. Why can't we just kick them out like we did last time it got a bit crowded? Professional Services have been joined up here by James Byrne and his support gang, now amalgamated into something called “customer care” (possibly). Again, individual support types will be joining engineering groups to see how life is at the coal-face. Secret sources tell me that some members of support don't really know what's going on and don't even have anywhere to sit, so at least some things stay the same.



What's a girl like you doing in a dump like this?

And finally, the fourth floor. Left vacant by our friends in training, the fourth floor has been colonised by yet more engineering teams - specifically Enterprise and Services (OrbixTalk and that sort of thing). Conor Halpin, **i-contact** contributor (see elsewhere) has parted company with his enterprise friends to join Sales on the ground floor, working on all those strategic deals that are part and parcel of the Orbix sales process. Some of the old business development gang are, however, up with the engineers, although in this instance doing their own thing - specifically relationships with the OMG and looking after all those European Community projects funded by us paying 80p for a loaf of bread. I ask you.

Anyone seen Martin O'Riordan's chair?