



News Software Quarterly

April 2005

Friends of nFold,

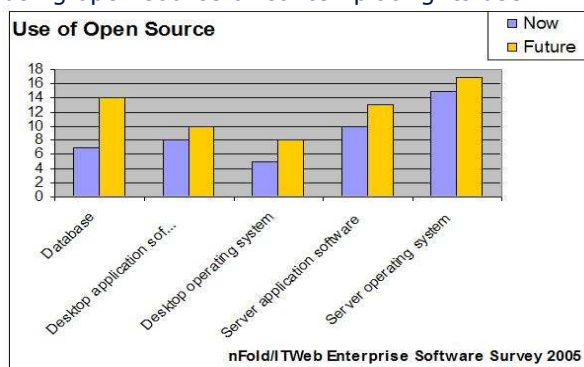
Welcome to the sixth edition of nFold Software Quarterly. If you find it worthwhile, please share it with your friends and colleagues. To subscribe to this newsletter contact subs@nfold.com.

OPEN SOURCE A GROWING TREND

The results of the nFold/ITWeb enterprise software survey have now been launched.

Microsoft dominates 7 of the top 15 positions in terms of the most popular software. However, the biggest issue experienced by participants is still the high cost of software.

So it's not surprising that the open source trend seems to be growing rapidly, albeit off a small base. Roughly one sixth of participants admit to using open source or contemplating its use.



Databases Take Off :

The growth anticipated in using open source databases is dramatic. 100% more people plan to use open source databases in future. In fact the use of open source databases might overtakes even the use of application server software, previously second in line after use of the operating system itself.

If yes, where?	Now	Future	Growth
Database	7	14	100%
Desktop application software	8	10	25%
Desktop operating system	5	8	60%
Server application software	10	13	30%
Server operating system	15	17	13%
Total	45	62	38%

nFold/ITWeb enterprise software survey 2005

Desktop Operating Systems Follow:

Next in line after database growth, is the use of open source as a desktop operating system. This is the trend to watch because it's the one that could unseat Microsoft's dominance on the desktop in the long run.

My crystal ball says that Microsoft will be around for a good while yet. What do you think?

LESS SPEND MORE TURNOVER?

In doing some background research on the international landscape for the enterprise software survey, I stumbled on some very interesting statistics from the OECD (www.oecd.org). In particular, there were two graphs that led me to a surprising conclusion. The graphs were:

- Countries who do the most trade in ICT goods and services
- Countries where ICT spend makes the highest contribution to GDP

The funny thing was that the countries performing better in one graph did not correspond to countries in the other (with the USA being the only exception). My conclusion is that it's not how much you spend on IT that will make a contribution to your turnover, but rather how wisely you spend your IT budget.

The contribution that ICT spend makes to GDP in some of these developed countries was up to 1%. Imagine what a difference this could make to your own company or to our developing economy in South Africa!

SOFTWARE SPOTLIGHT

INFORMATION	CUSTOMERS	EMPLOYEES
<p>Esperant is an ad-hoc query and reporting tool crafted from a business perspective to deliver quick, easy and accurate answers to complex business questions by seamlessly integrating live data from multiple sources and delivering updated reports on schedule or on demand. Prices start at about £400 per user. The latest version provides a Query expert from within Microsoft Excel. Client and Web versions are also available. Visit www.speedware.com</p>	<p>Accpac CRM integrates with Accpac accounting software to provide enterprise-wide access to customer, partner and prospect information. Starting at about \$16 / \$50 per month per user the software includes all typical Marketing, Customer and Service features. The web version seems highly configurable and user friendly. Integration to Accpac accounting functionality is an advantage for existing Accpac users. Visit www.accpaccrm.com</p>	<p>Lotus Notes is a widely used productivity, workflow and collaboration tool. It has long been a good choice for distributed text databases, such as document management applications. In recent years it has become more affordable. At a few hundred Rand per user it may now be even cheaper than MS Outlook. Its ability to publish web applications and its close relationship to Websphere, Domino and IBM Workplace are important for the extended enterprise. Visit www.ibm.com</p>

NFOLD NEWS CORNER

In April 2005 nFold completes its fourth year in business. **Happy Birthday nFold!** May you grow and prosper from year to year. Thanks, as ever, to customers for your support.

Although still a toddler, nFold has been growing steadily and has formed some **new alliances** in recent months. Qualica Technologies continues to support nFold customers as needed. Moonfire Technology now represents nFold in Cape Town. Kepetheg Development and Implementation will help nFold to sell its software in Gauteng. And ABC supports nFold's EtQ solutions.

nFold is actively looking to establish more sales alliances, so if you know any young companies who would like to introduce some niche products to their existing customers, please contact partners@nfold.com.

smart technology for business results

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