

CSI International

- Started eight years ago to develop a native TCP/IP implementation for VSE
- Entered strategic partnership with IBM
- Market penetration exceeds 2,000 sites
 - Acquired B I Moyle Associates

CSI International What we believe:

- PC's are NOT 'small mainframes'.
- Eight bits is a byte, not an 'octet'.
- Important information is stored as EBCDIC.
- If the Bible were written today, it would be in assembler.
- VSE is not dead.

CSI International *What we are doing:*

- Making money.
 - Investing in the future of VSE.
 - Acquiring VSE software.
 - Hiring developers, technical support, and sales people.
 - Developing new VSE-based solutions.

CSI International What we are doing:

'Divested' ourselves of our MVS products.
- 'Fantom Systems' now serves the MVS market

• CSI's efforts devoted exclusively to VSE

CSI International What we observe:

The 'non-technical' upper management of large publicly-traded software companies:

- 1. Read airline magazines.
- 2. Drop their mainframe product lines.
- 3. Salivate whenever a bell rings.

CSI International What we observe:

Successful businesses continue to use mainframes for their core data processing. They adopt 'new' technologies when and where they make sense. Innovative VSE products are evaluated on the basis of cost and benefit. CSI International What's in the pipe:

Three catagories:

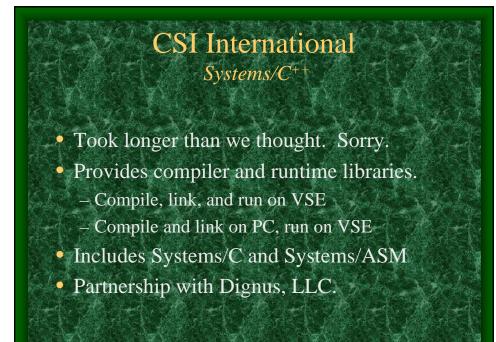
Things we (*ie*, John) are thinking about.
Things we have started to code.
Things that we have running in test mode.

CSI International What's in the pipe:

We won't be talking about 'planning stage' or projects just getting started because:

- 1. Our lawyers insist.
- 2. We might lose the napkin.
- 3. It frightens the Germans.





<section-header>CSI International *Hierarchical File System*: • Multi-level directory 'catalog' • External objects • Subdirectories galore • Subdirectories galore • Long file names • Extended file attributes • Standard' values • Codepage • Locyption • Access criteria • Special attributes (eg. 'contains SSI')

CSI International Hierarchical File System:

• Data Repository

- All record formats and sizes supported
- Full 31-bit implementation
- Caching
- Cross-partition sharing

