Look Out –
Here Comes Tomorrow!

What's that? A software developer bemoaning the need to redevelop his application to take advantage of new technology - GUI, Linux, XML, ODBC/JDBC, Java, CVS, IDE, etc.? No, it's an old hit, penned by Neil Sedaka way back when, the gist of which was the dilemma facing an adolescent's choice of girlfriend. Regardless of how the song goes, the title is relevant to BASIS. Software development tool and database choices, to ensure compatibility with tomorrow's technology, could be the modern dilemma facing many application software developers. Fortunately, you're reading this and probably have already made an investment in BASIS tools. Well, the good news is that we are ensuring that your investment is as valuable as ever, and with our toolset and business plan, there is no need to "look out for tomorrow."

We've addressed tomorrow, today, from both the commercial and technology viewpoints, with our Software Asset Management (SAM) plan and the new BASIS Product License. The new BASIS Product License allows the ability to marry old CUI code and Windows GUI code, with tomorrow's platform-independent BBj code. You can do this all now, or you can do a bit now and the rest later, or whenever. You can deploy your solution across multiple platforms, Windows GUI, Unix GUI, or through a browser. The choice is yours, but know that your development tool investment is secure, and the cost of maintaining it is finite with SAM. You can read more about the new licensing model in the News section of this issue.

Additionally, we are introducing Programmers' Platform, which gives detailed information on how to work with the BASIS tools we've presented in past issues. In this issue, Programmers' Platform talks about using sockets. You'll also find information in this Advantage about the Performance Analyzer utility, which was released in BBj 2.01 and Visual PRO/5 4.0, and you'll learn more about working with the BBj IDE, along with all the technical updates and regular features that populate our TLA (three letter acronym) world.

On a personal note, I'm looking forward to "interfacing" with you. It's been twelve years since I attended my first BASIS conference in Boston in 1990 as a developer "out of Africa." The IT world has changed a lot since then, but the basic business advantage in building win-win relationships has not. I look forward to working with the rest of the BASIS team to develop those relationships with you and jointly reap the rewards.

Nico Spence
Director of Sales