



# Software Solution Review

**Product Reviewed:** Enformia EIP  
**Reviewed By:** Erez Krispin  
**Date:** June 2002

## Special Features

Enformia EIP, with its new version 4.5, features numerous cutting-edge capabilities, uncommon yet in the current EIP market. These capabilities include a true adaptive architecture, an integrated business rule engine, and an advanced information modeling and normalization, governing a flexible content management subsystem.

## ROI

These advanced features, together with a remarkable ease of development and maintenance, out-of-the-box capacity, and ready-made components enable a very rapid portal deployment, rich and flexible in functionality, thus yielding an unparallel ROI for a customer, and a low barrier of entry and a low learning curve for integrators.

## Scalability

Being based on J2EE architecture, capable of working with a variety of Web Servers, databases, OS's, and hardware platform, Enformia EIP presents a strong scalability thus fitting any size of customer and workload and being able to serve internet/intranet/extranet deployments, optionally by the same instance.

## Design, Architecture, Methodology

We were impressed by the product's clean design and architecture, by the comprehensive documented methodology enclosed with the product and by its rich Infolet (Portlet) library.

## Market & Positioning

Enformia EIP is positioned both in the knowledge-management tool market and in the portal tool market (EIP market). This market is estimated to be \$800M in size worldwide and to grow at 35% per year for the next 5 years. Enformia EIP is a development tool with an open runtime environment, rather than a closed application. Consequently, the number of worldwide prospects for the product is considerably high, sale cycle is relatively shorter, and sales and marketing effort is less complex.

## Competition

We expect Enformia to face competition in certain sub-functionality domains of the product. Yet, taking into consideration Enformia EIP's total solution and unique offering (e.g. adaptivity and integrated business rule engine), we do not foresee frequent strong competitive situations, given Enformia's current positioning.

## Customers & Partners

Enformia enjoys an impressive list of customers and of alliances - both technological partners and integrators. Worthwhile to mention is its special alliance with CGEY (Cap Gemini Ernst & Young) which is one of the world's biggest information technology consulting firms. CGEY has recently adopted Enformia EIP as one of the building blocks for its Adaptive Architecture philosophy. We believe that this unique alliance will further enhance Enformia's position in the market.

## Total Cost of Ownership

Enformia EIP license pricing is strongly competitive. Furthermore, its adaptive nature and ease of maintenance present a very competitive total cost of ownership position for customers.