

## Sydney software 'rocks' MS's world

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FileSphere hopes again to “knock Microsoft’s socks off” when it launches its Enterprise .NET management solution later this year.

Microsoft group manager Frank Arrigo enthusiastically praised FileSphere Professional, a .NET management solution aimed at the SMB market, when it was launched at CeBIT in May.

“This product knocked my socks off,” Arrigo posted on his Microsoft Development Network blog.

Arrigo, and others, tested the Professional version of FileSphere’s software at the CeBIT launch.

“The demo was impressive, I was able to locate documents based on keywords, authors, projects, dates, etc. The system creates and manages all the metadata for the documents and it is this metadata that facilitates this excellent user experience,” Arrigo commented.

FileSphere claims existing document management solutions are based on 50 year-old two-dimensional file folder trees.

Instead, its product is “multi-dimensional” in its approach to classification, storage and retrieval of files. This allows users to just remember what a file is called, instead of having to also remember where it was stored.

Sales director Andrew James said the Professional product has undergone pre-marketing, testing, and has had its first few installations.

Personal versions retail for around \$150, and professional versions retail between \$230-\$450 a seat. Prices for the Enterprise version are yet to be determined.

The Enterprise version will be server rather than network based. It will support Lotus Notes as well as Microsoft and will allow more users than the Professional -- which allows 50 people to use it.

“The Enterprise version promises to be even more of a category killer, than our other solutions,” said James.

The systems are all developed in the .Net programming language.

The software was developed over the past three years by 20 developers in Sydney for the Creative Digital Technology group, FileSphere’s parent company, who also developed G-Payment for Visa and MasterCard.

FileSphere is compliant with Web services standards, integrates with Microsoft Office and needs less opening and closing of pages, he said.

James said talks are underway with potential resellers and distributors, and there has been a lot of positive feedback, but nothing has been settled.

“Ideal resellers are most likely to be management consultants working with the top 20 accountancy and law firms, particularly those doing Microsoft implementations,” James said.

FileSphere promises attractive margins as a suitable add-on to Microsoft Office.

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