



Larry Chang
President and CEO

From the Top:

When I look at where Edge Technologies is today - one of the leading providers of network management integration in both commercial and government environments - 12 years ago seems like a lifetime away.

Twelve years ago, Edge was new and poised to learn, and was strictly focused on government contracting. Today, Edge has not only a strong government contracting business but also a leading-edge commercial software product line. We are also an 8(a)-certified company with substantial experience working with civilian and defense agencies.

Edge is comfortable in government and highly secure environments, and is well-versed in government contracting requirements and the Federal Acquisitions Regulations (FAR). Indeed, Edge is equally comfortable in a global corporate environment, familiar with the needs of companies with a multi-lingual client base that spans multiple countries.

Our products, such as enView - which we discuss in this quarter's newsletter - are starting to reflect how our two worlds of experience have come together to form one solid company.

Larry Chang
President and CEO

Focus on: Edge Services

Enterprise Services Division

Did you know that Edge Technologies is not "just" a product company? On the contrary, Edge got its start in the government contracting business. Today, half of Edge's business continues to come in through the company's Enterprise Services Division in Laurel, Md.

Edge's ES Division consists of a highly skilled, TS/SCI-cleared team that provides end-to-end business solutions in some of the world's most sensitive and secure environments. As part of its business solutions, the ES Division offers:

- System engineering
- Software engineering
- Consulting
- System lifecycle support
- Operations and maintenance services
- Multiple purchasing vehicles including 8(a) GSA schedule for classified organizations in the intelligence arena

The ES Division also offers a wide variety of custom services, including:

- Custom Implementation Services, which include both implementation analysis and pilot implementations
- Custom Integration Services
- Custom Development Services

Edge enView

While some customers may be familiar with Edge enPortal - our secure network-management integration portal - Edge also offers a product called Edge enView. enView is a software solution introduced in 2003 that is used most heavily inside Edge's gov-

ernment client sites. enView takes any application - Windows, Unix/Linux, or even legacy SNA mainframe applications - and web-enables it, making it accessible through enPortal. enView delivers any application to any device that can run a browser, across almost any connection - even ultra low-speed connections sometimes found in harsh operating environments.

enView is a highly secure product. The enView design ensures that all traffic is tunneled through a single secure port in the firewall (usually port 443), and that all traffic is SSL encrypted. In addition, all content and applications are secure behind the firewall - only authorized users have access and all content is controlled and delivered using a role-based schema.

While enView is used within government agencies because of its tight security features, more and more commercial customers are expressing interest in enView.

The enView product is the marriage of two offerings: Edge enPortal, and Edge's Web Enablement Module PIM. Introduced in our last newsletter, the Web Enablement Module PIM is application brokering software for the enPortal environment.

As with Edge's other offerings, with enView there is no need to port or rewrite existing applications, no host-side code to install, and no client-side software necessary other than a Java applet plug-in. And enView offers the same flexibility, security, stability, access and content control you have come to expect from enPortal.

Edge Updates

• BSM Dashboards

While still in "hush-hush" mode, Edge is currently working on creating a Business Service Management (BSM) Dashboard. This dashboard will let managers apply business rules to critical infrastructure information. Stay tuned!

• Concord Certification Complete

Last quarter it was Remedy, this quarter it's Concord Communications. Edge has completed validation testing at Concord's own testing lab. Concord has certified that enPortal integrates eHealth data seamlessly, quickly and easily. This also means that, through enPortal, Concord eHealth can be integrated quickly and easily with other applications such as Remedy AR System, HP OpenView and Micromuse Netcool.

• Edge, Teneo to Partner

Edge has signed a new UK-based reseller - Teneo. Specializing in network and application performance optimization, Teneo will be another avenue to help sell Edge products and services into European markets. Get more info on Teneo by going to www.teneo.co.uk.

For more details or a personal demonstration of any of the above items, please call 1-888-771-3343 or e-mail us at: sales@edge-technologies.com.

