

## QUESTOBJECTS COMPETITORS

	End-to-end solutions (configurable)			Custom Development (programmable)		
	QuestObjects®	Groupware	Standard Applications	Rich Internet Application Tools	Reusable Client Components	Custom Development
Resulting applications	Highly interactive HTML pages (current and new)	Full-screen browser and native applications	Full-screen browser applications	Full-screen browser applications	Highly interactive newly developed HTML pages	Whatever the boss wants
Example products	PeopleFinder QuestField®, Site Search QuestField®	Microsoft Exchange and Office Communicator, IBM Lotus Notes, BlackBerry Enterprise Server, Novell Groupwise	Portal Software (IBM), Search Software (Verity), ERP (SAP), CRM (salesforce.com), Call Center Software, etc.	Flex, Laszlo, Altio, Nexaweb, General Interface, Backbase, WebFace	PowerWeb LiveControls, EBA Web ComboBox, Dynamic Autocomplete for .NET, DbCombo.net	.NET, WinForms, Java/J2EE, Droplets, OpenRico and other Open Source frameworks
Client technologies	Flash or AJAX components	DHTML with proprietary code	Full Page Browser Applications	Full-page Flash, full Page DHTML, Java applications	.NET controls, ActiveX controls, applets, AJAX frameworks	Custom AJAX code, .NET controls, custom applets
Server technologies	Standard Server Application	Proprietary Server Application	Standard or Proprietary Server Application	Standard or Proprietary Server Application	Not Included	Custom Server Application

### CLIENT BENEFITS

No web page layout required	<input checked="" type="checkbox"/>	-	-	-	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
No client programming required	<input checked="" type="checkbox"/>	<input type="checkbox"/> (rarely)	<input checked="" type="checkbox"/> (usually)	-	-	-
Configurable field dependencies	<input checked="" type="checkbox"/>	<input type="checkbox"/> (limited)	-	<input checked="" type="checkbox"/>	-	<input checked="" type="checkbox"/>
Frequent updates for latest browsers	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> (very costly)	<input type="checkbox"/> (limited)	<input checked="" type="checkbox"/>
Multiple client implementations	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/> (rarely)	-	<input type="checkbox"/> (rarely)	<input checked="" type="checkbox"/> (very costly)
CSS styling	<input checked="" type="checkbox"/>	<input type="checkbox"/> (rarely)	<input type="checkbox"/> (rarely)	<input type="checkbox"/> (rarely)	<input type="checkbox"/> (limited)	<input checked="" type="checkbox"/> (very costly)
Live scrolling through large result sets	<input checked="" type="checkbox"/>	<input type="checkbox"/> (rarely)	<input type="checkbox"/> (rarely)	<input type="checkbox"/> (rarely)	<input type="checkbox"/> (limited)	<input checked="" type="checkbox"/> (very costly)
Embedding into current applications	<input checked="" type="checkbox"/>	-	-	-	<input checked="" type="checkbox"/>	-
Browser compatibility	97-99%	87-94%	87-94%	87-94%	87-94%	99% (very costly)
Support of Internet Explorer	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Support of Firefox, Safari, Netscape	<input checked="" type="checkbox"/> (Flash and AJAX)	<input type="checkbox"/> (limited)	<input type="checkbox"/> (limited)	<input type="checkbox"/> (limited)	<input type="checkbox"/> (limited or none)	<input checked="" type="checkbox"/> (very costly)
Support of Mac, Linux, Pocket PC	<input checked="" type="checkbox"/> (Flash and AJAX)	<input type="checkbox"/> (limited or none)	<input type="checkbox"/> (limited or none)	<input type="checkbox"/> (limited or none)	<input type="checkbox"/> (limited or none)	<input checked="" type="checkbox"/> (very costly)
Support of older browsers (IE/Mac)	<input checked="" type="checkbox"/> (Flash)	-	-	- (Flash: <input checked="" type="checkbox"/> )	-	<input checked="" type="checkbox"/> (very costly)

### SERVER BENEFITS

Programming-free server	<input checked="" type="checkbox"/>	<input type="checkbox"/> (rarely)	<input checked="" type="checkbox"/> (usually)	-	-	-
Intelligent request management	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> (usually)	<input type="checkbox"/> (rarely)	<input type="checkbox"/> (rarely)	-	<input checked="" type="checkbox"/> (very costly)
Combining multiple sub queries	<input checked="" type="checkbox"/> (configurable)	<input type="checkbox"/> (programmable)	<input checked="" type="checkbox"/> (predefined)	<input type="checkbox"/> (programmable)	-	<input checked="" type="checkbox"/> (very costly)
Result set caching across sessions	<input checked="" type="checkbox"/>	<input type="checkbox"/> (rarely)	<input type="checkbox"/> (rarely)	<input type="checkbox"/> (rarely)	-	<input checked="" type="checkbox"/> (very costly)
Configurable interface to SQL	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> (usually)	<input checked="" type="checkbox"/> (usually)	<input checked="" type="checkbox"/> (usually)	-	<input checked="" type="checkbox"/> (very costly)
Configurable interface to LDAP	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> (usually)	<input type="checkbox"/> (limited)	<input type="checkbox"/> (rarely)	-	<input checked="" type="checkbox"/> (very costly)
Open API to content sources	<input checked="" type="checkbox"/>	<input type="checkbox"/> (programmable)	<input type="checkbox"/> (limited)	<input checked="" type="checkbox"/> (usually)	-	<input checked="" type="checkbox"/>
Support of Windows Servers	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Support of UNIX, Linux, Mac Servers	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> Exchange: -	<input checked="" type="checkbox"/> (usually)	<input checked="" type="checkbox"/> (usually)	<input checked="" type="checkbox"/> .NET: -	<input checked="" type="checkbox"/> .NET: -

### TYPICAL IMPLEMENTATION COSTS

Number of supported users	Very high	Very high	High	Medium	High	Very high
License costs	Medium	High	High	High	Low	Low
Project costs	Low	High	Medium	High	High	Very High
Total investment cost	Low	Very High	High	Very High	Medium	Very High
Total maintenance cost, future risk	Low	High	High	Very High	Medium	High
Impact on current application	Low	High	Very High	Very High	Medium	Medium
Overall business impact	Low	Very high	High	High	Medium	High
Configuration of interface to databases and directories	Easy	Complex	Optional	Requires programming	Requires programming	Requires programming
Minimum time required for programming, customization, installation, configuration	Hours	Weeks	Weeks	Months	Days	Months
Estimated learning curve for the customer	Days	Months	Weeks	Months	Weeks	Years
Custom data interface, required programming time	Hours	Weeks	Weeks	Weeks	Days	Days

### SUMMARY

User interface improvement	★★★★★	★★	★★★★	★★★★	★★★★	★★★★★
Page load time	★★★★★	★★★★	★★★★	★★★	★★★★★	★★★★★
Responsiveness	★★★★★	★★★★	★★★	★★	★★★	★★★★
Compatibility	★★★★★	★★★★	★★★	★★★	★★★	★★★★★
Large-scale enterprise use	★★★★★	★★★★★	★★★★	★★★	★★★	★★★★★
Use in public ecommerce	★★★★★	★★	★★	★★★★	★★★	★★★★
Use as Internet service	★★★★★	★★	★★★	★★	★★★	★★★★
Content caching	★★★★★	★★★★	★★★	★★	★	★★★★
Implementation time	★★★★★	★★★	★★★	★★	★★★★	★
Implementation complexity	★★★★★	★★	★★★	★★	★★★★	★
Implementation & maintenance cost	★★★★★	★★	★★★	★	★★★★	★

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