

Digital Tries to Launch Trading Room Comeback, Touting Deal With Teknekron and Sale to Daiwa

HAVING unburdened itself of its trading room system integration unit, Digital Equipment Corp. is looking to claw its way back as a vendor of workstation hardware to the trading room marketplace following a years-long dry spell. As part of the effort, Digital has signed a marketing and development pact with Reuters' subsidiary Teknekron Software Systems Inc., under which Teknekron will port its entire trading room product line—starting with its Marketsheet software and its Teknekron Information Bus (TIB) digital data distribution software—to Digital's 64-bit Alpha workstations running the Unix operating system. Daiwa Securities Corp.'s Tokyo-based Daiwa Institute of Research Ltd.'s trading room is the partnership's first customer, with an already live 30-position pilot installation which may grow to 100 securities trading positions by

April.

Daiwa's Tokyo-based pilot tests Teknekron's trading room software running on Digital's DEC OSF/1 for Alpha, according to sources close to the firm. DEC OSF/1 for Alpha is Digital's flavor of Unix designed to run on the Alpha chip.

Digital was able to join forces with the likes of Teknekron because it has finally sold off its struggling Digital Equipment Service Industries Solutions Co. (Desisco) subsidiary. Digital sold Desisco to New York City-based Management Technologies Inc. early last month (*TST*, Jan. 9). Following the sale, Digital took steps to shift its strategy towards the front office, unencumbered by its responsibility to sell the Dectrade market data distribution system. The vendor antici-

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Ahead of Move, First Boston Expects Trading Room To Get Bigger—But Technology Revolution Can Wait

CS First Boston Corp. officials maintain that the impending relocation of the firm's New York City operations to a building owned by the Metropolitan Life Insurance Co. in midtown Manhattan will not directly impact its trading room technology. "You don't want to take the risk of moving to a whole new site and then change technology at the same time," says First Boston chief information officer and managing director Charlie Mayer. However, First Boston's decision to relocate into the 1.12 million-square-foot site will likely result in a significant expansion of the firm's New York City trading operations.

once renovations are completed at the new site, the size of First Boston's trading floor will have been expanded "three-fold." With upwards of 1,000 dealers currently in First Boston's New York City offices, the physical expansion would leave room for a facility of significant size to emerge—not to mention for incremental revenue gains by the firm's technology vendors such as Reuters' Teknekron Software Systems Inc. and Automatic Data Processing Inc., among others. Mayer confirms that First Boston's new trading floor will have the physical "capacity" to handle more traders, but would

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