

cro Shaw. However, Stephens wanted an in-house system which immediately ruled out Shaw's service bureau. And Micro Shaw, Shaw's in-house package, did not offer all the functionality that Stephens was looking for, according to the source. Those functionalities include global portfolio management, multi-currency capabilities, report writing, online graphics, analysis of fixed-income securities, real-time transaction updates and a general ledger interface.

Stephens once thought it would stay with Shaw and initiated beta tests of the Shaw On-Site (SOS) in-house portfolio management system. That system was based on a Digital Equipment Corp. Vax server running VMS, linked to money managers' dumb terminals by an Ethernet local area network running TCP/IP (JMT, May 29, 1992).

At that time, Stephens considered extending SOS beyond the firm's asset managers to its 35 equity and 69 fixed-income institutional salesmen.

Users of SOS were to have the option to remain connected to Shaw's data center to receive pricing, fundamental and other information not stored in the local database.

PRINCETON WINS THREE MORE BLUE CROSS/BLUE SHIELD UNITS; VENDOR SEES OTHERS AHEAD

THREE Blue Cross/Blue Shield companies—in Illinois, North Carolina and Virginia—are planning to go live with Princeton Financial Systems Inc.'s Pam for Securities at the beginning of 1995. The three represent the latest gets in Princeton's ongoing quest to expand its installed base within this group of health insurance carriers.

In its efforts to scoop up the three Blue Cross/Blue Shield units, Princeton found itself embroiled in competition with the likes of Sungard Data Systems Inc.'s ISA/Sungard, Securities Software & Consulting Inc. (SS&C) and Thomson Financial Services Inc., among others. In the case of two of the wins, Princeton ousted Denver-based Interactive Computing Services Inc.'s so-called Versadyl portfolio management system. In the case of the third, it ousted the former Policy Management Systems Corp.'s Cims—a system that has



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