



Adobe FrameMaker 7.0 Third-Party Solution Providers

This document lists 21 companies that support Adobe® FrameMaker® and FrameMaker Server solutions through integration, customization, training, consulting, and other services. These partners have experience supporting workgroups and organizations in solving complex business problems with FrameMaker and other related applications, such as content management systems and database publishing systems.

Information about the partners is presented in two ways:

- [“Partner matrix”](#) (page 2) lists each partner’s contact information, product and service focus, the geographic areas of the world they serve, and which of the four business usage areas (Database Publishing, Technical Publishing, XML Authoring and Publishing, and Enterprise Authoring and Publishing) and the six vertical markets they support (Aerospace, Automotive, Government, High Technology, Manufacturing, and Financial).
- [“Partner Descriptions”](#) (page 5) provides a closer look at each partner’s business, focused on the FrameMaker solution.

Additional third-party solution providers are listed at the Adobe Partner Web site at <http://partners.adobe.com>. In addition, [Section 11 of the Adobe FrameMaker 7.0 Solutions Guide](#) provides a list of resellers that sell FrameMaker and FrameMaker Server software and provide training, consulting, integration, and customization services.

Partner matrix

Note: Throughout this document, U.S. regions served are indicated as follows: northeast (NE); northwest (NW); southeast (SE); and southwest (SW).

Partner	Product and service focus										Regions served	Usage areas				Vertical markets						
	Consultant to industry	Training	Legacy conversion	FrameMaker development	Structured FrameMaker development	FrameMaker integration	Structured FrameMaker integration	Plug-in provider	Value-Added Reseller (VAR)	Software manufacturing		Technical documentation services	Database publishing	Technical publishing	XML authoring and publishing	Enterprise authoring and publishing	Aerospace	Automotive	Government	High-tech	Manufacturing	Financial
Apt Solutions, Inc. 763-302-0018 www.aptolutions.com					U.S.: NE, NW	.	.	.	.		.		.	.	.
Axial InfoSolutions 425-820-6708 www.axialinfo.com							U.S.: NE, NW, SE, SW	.	.	.	.		.	.	.	.	.
Beyond Print, Inc. 800-272-5238 301-924-0855 www.BeyondPrint.com					U.S.: NE, NW, SE, SW	.	.	.	.		.	.	.	.	.
Bright Path Solutions 919-547-0129 www.travelthepath.com				U.S.: NE, NW, SE, SW U.K.	.	.	.	.	.	.	.	.	.	.
Caxton, Inc. 415-552-5535 www.caxton-inc.com		U.S.: NE, NW, SE, SW Can- ada, Mex- ico, France, Ger- many, U.K., Japan	.	.	.	.	.	.	.	.	.	.



Partner	Product and service focus										Regions served	Usage areas				Vertical markets						
	Consultant to industry	Training	Legacy conversion	FrameMaker development	Structured FrameMaker development	FrameMaker integration	Structured FrameMaker integration	Plug-in provider	Value-Added Reseller (VAR)	Software manufacturing		Technical documentation services	Database publishing	Technical publishing	XML authoring and publishing	Enterprise authoring and publishing	Aerospace	Automotive	Government	High-tech	Manufacturing	Financial
Datalogics Incorporated 312-853-8200 www.datalogics.com					U.S.: NE, NW, SE, SW France Ger- many Swe- den U.K.	.	.			.	.	.	.	.	.	.
DigiPub Solutions Corp. dba PDF Conference 602-788-6512 www.digipubcorp.com			.	.							U.S.: NE, NW, SE, SW		.			.	.	.	.	.	.	.
DocuCentric Corporation 918-592-1919 www.docucentric.com				U.S.: NE, NW, SE, SW	.	.	.	.	.	.	.	.	.	.	.
Documentum 925-600-6800 www.documentum.com									.		U.S.: NE, NW, SE, SW Can- ada Mexico France Ger- many U.K. Japan	.				.	.	.	.	.	.	.
Finite Matters Ltd. 804-556-1180 www.fml.com		U.S.: NE, NW, SE, SW France Ger- many Swe- den U.K.	.	.	.	.	.	.	.	.	.	.	.
Group Wellesley 412-363-3481 www.groupwellesley.com		U.S.: NE, SE, NW, SW	.	.	.	.	.	.		.		.	.



Partner	Product and service focus											Regions served	Usage areas				Vertical markets				
	Consultant to industry	Training	Legacy conversion	FrameMaker development	Structured FrameMaker development	FrameMaker integration	Structured FrameMaker integration	Plug-in provider	Value-Added Reseller (VAR)	Software manufacturing	Technical documentation services		Database publishing	Technical publishing	XML authoring and publishing	Enterprise authoring and publishing	Aerospace	Automotive	Government	High-tech	Manufacturing	Financial
Quadralay Corporation 512-719-3399 www.webworks.com
Sandybrook Software 207-294-7430 www.sandybrook.com			
Frank Stearns Associates 800-567-6421 360-892-3970 www.pacifier.com/~franks												
Text Structure Consulting, Inc. 510-583-1505 www.txstruct.com



Partner	Product and service focus										Regions served	Usage areas				Vertical markets					
	Consultant to industry	Training	Legacy conversion	FrameMaker development	Structured FrameMaker development	FrameMaker integration	Structured FrameMaker integration	Plug-in provider	Value-Added Reseller (VAR)	Software manufacturing		Technical documentation services	Database publishing	Technical publishing	XML authoring and publishing	Enterprise authoring and publishing	Aerospace	Automotive	Government	High-tech	Manufacturing	Financial
Trees and Generals 413-229-3335 www.dtrain.com	•	•		•	•	•	•					•	•	•	•	•			•	•	•



Partner Descriptions

This section introduces each third-party solution provider in detail, including how the partner's product and service relate to the Business Usage Areas. The list begins on the next page.



Apt Solutions, Inc.

763-302-0018

www.apsolutions.com

2317 Byrd Ave N, Golden Valley, MN 55422

Fax: 763-521-4373

E-mail: epub@apsolutions.com

Contact: Gordon Hanson

Apt Solutions works with customers to refine the electronic publishing processes by:

- Analyzing existing processes for the creation of information products
- Enhancing single sourcing of electronic information products
- Industry knowledge of the top publishing tools and how they work together across processes
- Insight into future development and technologies
- Options that fit both budget and environment
- Training
- Practical working methods and techniques to optimize and enhance tools without added costs
- Simple information processing development that is easy to maintain and replicate

Apt Solutions is an Adobe Certified Training provider for FrameMaker and Adobe Acrobat®, a WebWorks University Affiliate for Quadralay WebWorks Publisher Professional, and a reseller and training provider for Finite Matters PatternStream.

Product and service focus

Consultant to industry; training; legacy conversion services, FrameMaker development and integration, Structured FrameMaker development and integration

Regions served

U.S. NE, NW

Usage areas

Database Publishing —Reseller and trainer for PatternStream.

Technical Publishing —Training, support, and development services. Templates for specialized markets such as aerospace and FDA. Other application development projects include:

- SGML, XML, and HTML applications using Air Transport Association standards and specifications
- Open Travel Alliance and ebXML in various industry vocabularies for cross-enterprise interchange

XML Authoring and Publishing —Helps customers build XML delivery solutions by enhancing the FrameMaker and WebWorks applications

Enterprise Authoring and Publishing —FrameMaker consulting and development services to companies building enterprise publishing solutions

Vertical markets

Automotive, High Technology, Manufacturing, Financial



Axial InfoSolutions

425-820-6708

www.axialinfo.com

12040 100th Ave. NE #F-101, Kirkland, WA 98034

Fax: 425-820-7590

E-mail: scarlisle@axialinfo.com

Contact: Sheila Carlisle

Axial InfoSolutions develops and implements “open” automated publishing solutions that create dramatic savings in time and money. The solutions automatically gather and consolidate data from multiple sources and instantly compose high-quality pages for print and electronic distribution.

Product and service focus

Developer of automated publishing solutions using FrameMaker and Miramo; legacy conversion; FrameMaker development and integration; Structured FrameMaker development and integration

Regions served

U.S. NE, NW, SE, SW

Usage areas

Database Publishing —The company integrates Miramo, a robust database publishing tool, with FrameMaker. This integration provides a publishing system that automatically formats information extracted from databases and/or other data sources, including XML. This combination of technologies elevates FrameMaker to a powerful and very fast automated publishing system.

Technical Publishing —Training, support, and development services for customers implementing and/or extending the FrameMaker platform in their technical publishing environment.

XML Authoring and Publishing —Helps customers build XML delivery solutions by enhancing the FrameMaker and Miramo applications.

Enterprise Authoring and Publishing —FrameMaker consulting and development services for companies building enterprise publishing solutions.

Vertical markets

Government, High Technology, Manufacturing, Financial



Beyond Print, Inc.

800-272-5238, 301-924-0855

www.BeyondPrint.com

8609 Village Fountain Drive, Germantown, MD 20874

Fax: 240-465-0775

E-mail: info@BeyondPrint.com

Contact: Barry Anderson

Beyond Print provides high-quality, cost-effective, on-time training, template design, publishing integration and support, database publishing, legacy document conversion, writing, and interactive media solutions to business and government. By single-sourcing, companies can provide documents in print, PDF, HTML, XHTML, XML, and a variety of help formats—all from FrameMaker source files.

Beyond Print runs the Annual Frame Users Workshop—the largest gathering of FrameMaker users and experts in the world. Beyond Print sells the following FrameMaker plug-ins (Mac versions):

- Table Cleaner
- Page Labeler
- FindChangeSpecial
- RunaroundNone
- Table Cleaner

Product and service focus

Plug-in provider; industry consultant; training; legacy conversion services; FrameMaker development and integration; training on beginning and advanced FrameMaker, and on PatternStream.

Regions served

U.S.: NE, NW, SE, SW

Usage areas

Database Publishing —Integrates PatternStream with FrameMaker to build complete database publishing solutions. PatternStream connects to a database and publishes directly into FrameMaker with no interim markup needed. Once in FrameMaker, users can publish to print or electronically to the Web or CD. PatternStream also automates the multiple-output delivery of FrameMaker documents.

Technical Publishing —Assesses the current publishing process and recommends changes or shortcuts to save time, money, last-minute headaches, and unnecessary stress.

XML Authoring and Publishing —Helps customers build XML delivery solutions by enhancing the FrameMaker and Miramo applications.

Enterprise Authoring and Publishing —Provides FrameMaker consulting and development services to companies building enterprise publishing solutions.

Vertical markets

Government, High Technology, Manufacturing, Financial



Bright Path Solutions

919-547-0129

www.travelthepath.com

100 Park Drive #102, P.O. Box 14265, Research Triangle Park, NC 27709-4265

Fax: 919-558-2183

E-mail: sales@travelthepath.com

Contact: Kay Ethier

Bright Path Solutions provides complete solutions for paper and electronic publishing, with start-to-finish assistance including process evaluations, product demonstrations, consulting assistance, system implementation, content creation, tools training, process training, and follow-up support.

The company provides complete FrameMaker software and project support. Services include Adobe software product demonstrations; publishing process evaluations; FrameMaker, Structured FrameMaker, XML, and Quadralay WebWorks Publisher training; XML, HTML, and online help implementations; template creation; conversion services for legacy data; EDD and DTD development; WebWorks Publisher template creation; general consulting services for publishing issues; FrameMaker to PDF and Acrobat troubleshooting; and on-site and hotline technical support for FrameMaker, Structured FrameMaker, WebWorks, and Acrobat.

Product and service focus

Industry; training; VAR; legacy conversion; FrameMaker and Structured FrameMaker development

Regions served

U.S.: NE, NW, SE, SW; U.K.

Usage areas

Database Publishing—Consulting services for development of complete database publishing solutions.

Technical Publishing—FrameMaker platform training, support, and development services; Structured FrameMaker development services including: XML, TML, and SGML application setup; DTD and EDD development; and legacy conversion into structure.

XML Authoring and Publishing—Helps customers build XML delivery solutions by enhancing the FrameMaker platform. Structured FrameMaker training and development services for XML application design and deployment.

Enterprise Authoring and Publishing—FrameMaker and Structured FrameMaker consulting and development services to companies building enterprise publishing solutions.

Vertical markets

Aerospace, Automotive, Government, High Technology, Manufacturing, Financial



Caxton, Inc.

415-552-5535

www.caxton-inc.com

2261 Market Street, #332, San Francisco, CA 94114

Fax: 415-552-5568

Contact: Michael Liberatore

Caxton, Inc., assists technical and professional publishing organizations in designing and implementing department and enterprise authoring and publishing solutions, including project and process analysis, evaluations, demonstrations, prototyping, development, sales, consulting, coaching, system implementation, software integration, content creation, training, and ongoing project and process support. The company provides training on FrameMaker, including Basic, Advanced, Web; Structured FrameMaker including Authoring, Development, EDD, Import/Export; Frame® Developer's Kit (FDK); Quadralay WebWorks Publisher; and XML.

Product and service focus

Plug-in provider; consultant to industry; training; VAR, legacy conversion; FrameMaker development and integration; Structured FrameMaker development and integration

Regions served

U.S.: NE, NW, SE, SW; Canada; Mexico; France; Germany; U.K.; Japan

Usage areas

Database Publishing—Using the Frame Developer's Kit or the FrameMaker Maker Interchange Format (MIF) language, Caxton designs and builds custom database publishing solutions.

Technical Publishing—FrameMaker training, support, and development services; Structured FrameMaker development services including XML, HTML, and SGML application setup, DTD and EDD development, and legacy conversion. Bright Path sells the Xtras FrameMaker and Structured FrameMaker plug-in toolset designed to enhance FrameMaker productivity and quality.

XML Authoring and Publishing—Structured FrameMaker training and development services for XML application design and deployment. High-end, mission-critical, XML data application solutions that include complete authoring, management, and delivery.

Enterprise Authoring and Publishing—FrameMaker and Structured FrameMaker consulting and development services; design and building of custom and retail plug-ins that extend FrameMaker and Structured FrameMaker functionality and feature sets; training, coaching, and project and software support focused on mission-critical applications and systems.

Vertical markets

Aerospace, Automotive, Government, High Technology, Manufacturing, Financial



Datalogics Incorporated

312-853-8200

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Fax: 312-853-8282

E-mail: info@datalogics.com

Contact: Jennifer Milton

Datalogics is a leading provider of innovative publishing solutions dedicated to delivering the highest-quality software product and service that meet the most demanding publishing needs. The company offers flexible options for Web publishing, electronic document delivery, and high-speed variable print, and provides solutions that easily generate one-to-one communications and XML-to-PDF transformation documents.

Product and service focus

Plug-in provider; legacy conversion; FrameMaker development; Structured FrameMaker development

Regions served

U.S.: NE, NW, SE, SW; France; Germany; Sweden; U.K.

Usage areas

Database Publishing —Consulting services to support the development of complete, innovative database publishing solutions that maximize content value. The Datalogics DL Formatter variable-data solution integrates with FrameMaker to provide users with advanced personalization capabilities.

Technical Publishing —FrameLink and FrameLink+SGML plug-ins that connect FrameMaker to the Documentum Content Management System.

Vertical markets

Aerospace, Automotive, Government, High Technology, Manufacturing, Financial



DigiPub Solutions Corp. dba PDF Conference

602-788-6512

www.digipubcorp.com

4757 E. Greenway Road #107B-94, Phoenix, AZ 85032

Fax: 602-798-7695

E-mail: info@digipubcorp.com

Contact: Carl Young

DigiPub provides training classes on site and in its Phoenix training facility for Adobe Acrobat, FrameMaker, Word to FrameMaker, and Interleaf/Quicksilver to FrameMaker. The company also produces the PDF Conference (www.pdfconference.com), popular with many FrameMaker users.

Product and service focus

Legacy conversion; FrameMaker development

Regions served

U.S.: NE, NW, SE, SW

Usage areas

Technical Publishing — The company provides training, support, and development services for customers implementing and/or extending the FrameMaker platform in their technical publishing environment.

Vertical markets

Aerospace, Automotive, Government, High Technology, Manufacturing, Financial



DocuCentric Corporation

918-592-1919

www.docucentric.com

427 South Boston, Suite 604, Tulsa, OK 74103

Fax: 918-592-1918

E-mail: sales@docucentric.com

Contact: Kim McLeod

DocuCentric provides sales, integrated publishing, and software development solutions for major corporations and universities across the nation. DocuCentric specializes in the enterprise publishing family of Adobe products, and its expertise includes SGML/XML conversions from legacy format, custom Structured FrameMaker template creation, application creation, and custom integration programming.

The company provides customer-focused product demonstrations, technical information, consulting, software installation and integration with existing software and hardware, order administration, continuing support, and immediate problem resolution.

Product and service focus

Plug-in provider; consultant to industry; legacy conversion; FrameMaker development and integration; Structured FrameMaker development and integration

Regions served

U.S.: NE, NW, SE, SW

Usage areas

Database Publishing—Consulting services to support the development of complete database publishing solutions.

Technical Publishing—Training, support, and development services for customers implementing and/or extending the FrameMaker platform in their technical publishing environment.

XML Authoring and Publishing—Helps customers build XML delivery solutions by enhancing the FrameMaker platform.

Enterprise Authoring and Publishing—FrameMaker and Structured FrameMaker consulting and development services to companies building enterprise publishing solutions.

Vertical markets

Aerospace, Automotive, Government, High Technology, Manufacturing, Financial



Documentum

925-600-6800

www.documentum.com

6801 Koll Center Parkway, Pleasanton, CA 94566

Fax: 925-600-6850

Documentum provides content-management software, services, and solutions for enterprise customers. Documentum 4i is both a server content-management application and a development toolset that integrates with the FrameMaker platform to provide powerful content and document system management for FrameMaker authoring and publishing. The 4i application is designed for managing, distributing, and exchanging content between small workgroups and the enterprise and customers, partners, and suppliers.

Documentum can be implemented as the core data-management and storage component for a FrameMaker publishing solution. Documentum 4i provides these benefits and features:

- Fully integrated FrameMaker and Documentum architecture using the Datalogics FrameLink plug-in through custom integration. The Documentum document-management commands and features are exposed through the FrameMaker menu interface for ease of learning and use.
- Version control to manage documents and objects throughout the life of a project.
- Security to manage users, documents, and workflow.
- Content management and delivery, including an XML architecture that extends the content authoring of FrameMaker to the most advanced XML Web applications.
- Complete content management including component re-use and object referencing

Product and service focus

Software manufacturing

Regions served

U.S.: NE, NW, SE, SW; Canada; Mexico; France; Germany; U.K.; Japan

Usage areas

Database Publishing—FrameMaker and Documentum 4i combine to build an architecture for rich database publishing. The 4i core database engine manages and stores any type of data required for a database publishing solution. 4i stores and manages the data collected from many sources, including other databases and even FrameMaker binary and XML documents. The Documentum 4i SQL layer enables extensive customizing and automation of data collection and organization before a document is handed off to FrameMaker for pagination, rendering, and delivery as paper, PDF file, or XML file.

Technical Publishing—The FrameMaker platform is easily extended to incorporate the 4i suite of document-management, control, and security capabilities. The Datalogics FrameLink plug-in completely integrates the FrameMaker and Documentum applications, enabling seamless check-in, check-out, document versioning, and managing advanced FrameMaker objects. The system can be configured to manage Structured FrameMaker subdocuments, and element and attribute metadata.



Enterprise Authoring and Publishing—Documentum 4i is an enterprise content-management system that can store all documents in an enterprise so the enterprise and its customers and partners, leverage the benefits of the content-management system, including storage, management, versioning, collections, organization, and common portal access.

XML Authoring and Publishing—Integrated with the FrameMaker platform, 4i can be designed to leverage the structured content of FrameMaker documents and create advanced push-and-pull XML e-business solutions that deliver rich content authored in FrameMaker.

Vertical markets

Aerospace, Automotive, Government, High Technology, Manufacturing, Financial



Finite Matters Ltd.

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E-mail: info@fml.com

Contact: Trish Williams

Finite Matters Ltd. provides quality, cost-effective information management solutions to organizations, corporations, and government agencies. The company focuses on delivering database publishing solutions that produce both print and electronic products. These products include catalogs, directories, manuals, reference books, and reports. The company also provides PatternStream, its database publishing application, and optional services that include setup, consulting, training, system development and implementation, and publishing services.

Finite Matters Ltd. sells three FrameMaker value-add licenses: PatternStream, FrameScript, and FrameTools.

Product and service focus

Software manufacturing; plug-in provider; consultant to industry; training; legacy conversion; FrameMaker development and integration; Structured FrameMaker development and integration

Regions served

U.S.: NE, NW, SE, SW; France; Germany; Sweden; U.K.

Usage areas

Database Publishing—PatternStream is the company's award-winning database publishing application that allows users to rapidly set up, publish, modify, and save database publishing projects using its graphical user interface. PatternStream connects directly to one or multiple ODBC/SQL-compliant databases and flat files and publishes directly to FrameMaker. It works on the desktop, in a network environment, or on Web servers to publish documents for print and electronic distribution.

Technical Publishing—Training, support, and development services for customers implementing and/or extending the FrameMaker platform in their technical publishing environment.

XML Authoring and Publishing—XML delivery solutions by enhancing the FrameMaker platform.

Enterprise Authoring and Publishing—FrameMaker and Structured FrameMaker consulting and development services to companies building enterprise publishing solutions.

Vertical markets

Aerospace, Automotive, Government, High Technology, Manufacturing, Financial



Group Wellesley

412-363-3481

www.groupwellesley.com

933 Wellesley Road, Pittsburgh, PA 15206

Fax: 412-363-3482

E-mail: info@groupwellesley.com

Contact: Alan Houser

Group Wellesley provides XML and FrameMaker consulting, training, and content-development services for technology-based businesses, including these value-added services:

- FrameMaker template design
- Structured FrameMaker EDD design
- Publishing workflow and process consulting
- FDK development for FrameMaker and Structured FrameMaker
- Complete XML consulting services, including information modeling, DTD and schema design, XSLT stylesheet authoring, and XML publishing
- Training in FrameMaker, Structured FrameMaker, and XML and related technologies, including XSLT, XSLFO, and XML DTD and schema design

Product and service focus

Consultant to industry; training; plug-in provider; legacy conversion; FrameMaker development and integration; Structured FrameMaker development and integration; template creation; technical writing

Regions served

U.S.: NE, SE, NW, SW

Usage areas

Database Publishing—Consulting services to support the development of complete database publishing solutions.

Technical Publishing—Training, support, and development services for customers implementing and/or extending the FrameMaker platform in their technical-publishing environment.

XML Authoring and Publishing—Helps customers build XML delivery solutions by enhancing the FrameMaker platform.

Enterprise Authoring and Publishing—FrameMaker and Structured FrameMaker consulting and development services.

Vertical markets

Aerospace, Automotive, High Technology, Financial



Information Consultants, Inc. (INFOCON)

302-239-2942

www.infocon.com

P.O. Box 310, Hockessin, DE 19707

Fax: 302-239-1712

E-mail: sales@infocon.com

Contact: Bruce Levenick

Product and service focus

Plug-in provider; consultant to industry; training

Regions served

U.S.: NE, NW, SE

Infocon specializes in legacy-document conversion and processing. The company provides customized, flexible solutions to optimize corporate publishing by increasing quality and productivity, fostering standardization, enhancing the reusability of documents, and reducing costs through the refinement of workflows tools and techniques.

Usage areas

Technical Publishing—The company uses FrameMaker to convert Microsoft Word documents to structured formats and output SGML, XML, and PDF files; customized software development using the Frame Developer's Kit; FrameMaker and Structured FrameMaker training.

XML Authoring and Publishing—Helps customers build XML delivery solutions by enhancing the FrameMaker platform.

Enterprise Authoring and Publishing—FrameMaker and Structured FrameMaker consulting and development services.

Vertical markets

Aerospace, Government, High Technology, Manufacturing, Financial



Integrated Technologies, Inc. (InTech)

401-431-6990

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20 Risho Ave, E. Providence, RI 02914

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E-mail: tma@intech.com

Contact: Thomas M. Aldous

Integrated Technologies, Inc. (InTech) specializes in technical education, document management and custom application/database development. The company employs technical service providers, virtual instructors, document specialists, programmers, and network specialists. The company designs targeted learning paths, creates user-friendly training manuals, and develops computer- and Web-based training.

Product and service focus

Plug-in provider; training; legacy conversion; FrameMaker development and integration; Structured FrameMaker development and integration; template creation; e-learning; document management; technical writing

Regions served

U.S.: NE, NW, SE, SW

Usage areas

Technical Publishing—Training, support, and development services for customers implementing and/or extending the FrameMaker platform in their technical-publishing environment.

Enterprise Authoring and Publishing—FrameMaker and Structured FrameMaker consulting and development services to companies building enterprise publishing solutions.

Vertical markets

Government, High Technology, Manufacturing, Financial



J & B Imaging Services (JABIS)

512-219-9517

www.jabis.com

9065 Jollyville Rd., Suite 105, Austin, TX 78759

Fax: 512-219-5683

E-mail: bryanf@jabis.com

Contact: Bryan Fugate

J & B Imaging Services provides legacy conversion services. The company converts any file type into FrameMaker and specializes in converting PDF files into native FrameMaker, including vector graphics. The company also offers FrameMaker to XML conversion, eBook publishing, and FrameMaker to PDF services.

Product and service focus

Consultant to industry; legacy content conversion

Regions served

U.S.: SW; Germany

Usage areas

Database Publishing—Consulting services to support the development of complete database publishing solutions.

Technical Publishing—Training, support, and development services for customers implementing and/or extending the FrameMaker platform in their technical publishing environment.

Vertical markets

Aerospace, Automotive, High Technology



Lightspeed Interactive, Inc.

925-224-8730

www.lspeed.com

5200 Franklin Drive, Pleasanton, CA 94588

Fax: 925-224-8731

E-mail: info@lspeed.com

Lightspeed Interactive, Inc., provides cost-effective infrastructure software solutions, its XML transformation engine, development platform, and delivery solutions. The company has successfully developed and delivered personalized information software solutions targeted at sales and marketing support, e-learning, e-commerce, and product support for enterprise technology companies.

Product and service focus

Plug-in provider; training; FrameMaker development and integration; Structured FrameMaker development and integration; content management solutions

Regions served

U.S.: NE, NW, SE, SW; Canada; Mexico; France; Germany; U.K.; Japan

Usage areas

Technical Publishing—The Astoria-FrameMaker Bridge connects FrameMaker to the Astoria content database and provides complete access to documents and content through the FrameMaker interface.

XML Authoring and Publishing—The iENGINE software product enables dynamic, personalized information delivery to employees and customers anytime, anywhere, eliminating the need for custom Web programs and the costs associated with them. iENGINE combines authoring, managing and delivery in a single, dynamic process that enables constant interaction, rapid information exchange, and instantaneous product delivery.

Vertical markets

Aerospace, Automotive, Government, High Technology, Manufacturing, Financial



Markzware

800-300-3532

949-756-5100

www.markzware.com

1805 E. Dyer Road, Suite #101, Santa Ana, CA 92705

Fax: 949-756-5108

E-mail: info@markzware.com

Contact: Mark Singelyn, ext. 252

Markzware sells four FrameMaker-related products that cater to the worldwide graphics, printing, and publishing industries—FlightCheck, FlightCheck Collect!, MarkzScout, and MarkzNet. These software applications prepare FrameMaker documents for printing by:

- Preflighting FrameMaker documents
- Collecting all linked images, fonts, colors, and so on used in the FrameMaker document to process for output
- Sorting and/or incorporating FrameMaker into a workflow management solution

Product and service focus

Software manufacturing

Regions served

U.S.: NE, NW, SE, SW; France; Germany; Sweden; Japan; U.K.

Usage areas

Technical and Enterprise Authoring and Publishing—The company's products provide a level of security to FrameMaker and Structured FrameMaker documents by pre-flighting them before printing and/or output to PDF.

Vertical markets

High Technology, Manufacturing



Quadralay Corporation

512-719-3399

www.webworks.com

9101 Burnet Rd., Austin, TX 78758

Fax: 512-719-3606

E-mail: sales@quadralay.com

Contact: Mike Fabry

Quadralay Corporation creates and sells software products that provide comprehensive online publishing and help-system delivery capabilities for FrameMaker and Structured FrameMaker. The company creates and sells WebWorks Publisher Standard Edition, which gives FrameMaker users immediate online publishing capability.

Product and service focus

Software manufacturing; consultant to industry; training

Regions served

U.S.: NE, NW, SE, SW; France; Germany; Sweden; Japan; U.K.

Usage areas

Technical Publishing—WebWorks Publisher Standard Edition allows FrameMaker users to quickly, easily, and automatically convert FrameMaker documents for online delivery in a choice of popular Web-based formats, including XML, HTML, and HTML+CSS. WebWorks Publisher Standard Edition is also fully integrated with Adobe GoLive®, using GoLive style sheets and master pages for online delivery.

Vertical markets

Aerospace, Automotive, Government, High Technology, Manufacturing, Financial



Sandybrook Software

207-294 7430

www.sandybrook.com

456 Boom Road, Saco, ME 04072

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E-mail: info@sandybrook.com

Contact: David Lyall

Sandybrook Software creates and sells FrameMaker plug-ins and provides custom programming services to the FrameMaker user community.

Product and service focus

Plug-in provider; FrameMaker development and integration

Regions served

U.S.: NE, NW, SE, SW; France; Germany; Sweden; Japan; U.K.

Usage areas

Database Publishing—Consulting services to support the development of complete database publishing solutions.

Technical Publishing—Enhance, the company's FrameMaker plug-in, provides advanced outlining and drag-and-drop text editing functionality to FrameMaker. Using Enhance, a user can collapse a document so that only its heading paragraphs are displayed, then quickly find and expand just the section they wish to work on. Any edits or changes made while in Enhance are immediately reflected in the underlying FrameMaker document. Enhance supports multiple document views so that a user can view multiple parts of a document at the same time.

Enterprise Authoring and Publishing—FrameMaker and Structured FrameMaker consulting and development services to companies building enterprise authoring and publishing solutions.

Vertical markets

High Technology, Financial



Frank Stearns Associates

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Frank Stearns Associates creates, sells, and supports plug-ins for FrameMaker, including IXgen, a powerful interface for creating and managing indices.

Product and service focus

Consultant to industry; training; plug-in provider; legacy conversion; FrameMaker development and integration

Regions served

U.S.: NE, SE

Usage areas

Technical Publishing —The company's plug-ins enhance the technical publishing process.

Vertical markets

Aerospace, Automotive, Government, High Technology, Manufacturing, Financial



Text Structure Consulting, Inc.

510-583-1505

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17225 San Franciscan Dr., Castro Valley, CA 94552

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Contact: Lynne A. Price

Text Structure Consulting, Inc., provides consulting services and training in XML, SGML, and XML/SGML tools, particularly Structured FrameMaker.

Product and service focus

Plug-in provider; consultant to industry; training; FrameMaker development and integration; Structured FrameMaker development and integration

Regions served

U.S.: NE, NW, SE; Germany; Sweden; Japan; U.K.

Usage areas

Technical Publishing—Training, support, and development services for customers implementing and/or extending the FrameMaker platform in their technical publishing environment.

XML Authoring and Publishing—Helps customers build XML delivery solutions by enhancing the FrameMaker platform.

Vertical markets

Aerospace, Government, High Technology, Financial



Trees and Generals

413-229-3335

www.dtrain.com

P.O. Box 286, Mill River, MA 01244

Fax: 508-445-0239

E-mail: info@dtrain.com

Contact: Debra Herman

Trees and Generals provides FrameMaker, Structured FrameMaker, and Frame Developer's Kit training and consulting, primarily focused on custom plug-ins and custom training at customer sites.

Product and service focus

Plug-in provider; consultant to industry; training; FrameMaker development and integration; Structured FrameMaker development and integration

Regions served

U.S.: NE, NW, SE, SW; France; Germany; U.K.

Usage areas

Database Publishing—Consulting services to support the development of complete database publishing solutions.

Technical Publishing—Training, support, and development services for customers implementing and/or extending the FrameMaker platform in their technical publishing environment.

XML Authoring and Publishing—Helps customers build XML delivery solutions by enhancing the FrameMaker platform.

Enterprise Authoring and Publishing—FrameMaker and Structured FrameMaker consulting and development services to companies building enterprise publishing solutions.

Vertical markets

Aerospace, High Technology, Manufacturing, Financial

For more information

For more information on FrameMaker 7.0 and FrameMaker Server software, visit the FrameMaker 7.0 Web site at <http://www.adobe.com/products/framemaker/main.html>.

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