

Sun™ and Endeavor Information Systems Inc.

Partner Brief



Market Segment

Academic and research libraries worldwide.

Value Proposition

Endeavor Information Systems, Inc. has been providing integrated library solutions since its inception in 1994. With an executive team that has a strong heritage in the library industry, Endeavor is focused on delivering high performance, fully integrated, functionally rich client/server systems for libraries of all sizes. An integral part of the Endeavor vision involves the development of tools that allow libraries to organize, manage and provide access to all types of information - locally and remotely. There are 15 products in the Endeavor line, including Voyager integrated library management system, ENCompass Solutions for digital management, and LinkFinderPlus, a comprehensive linking system for all the library's resources.

Competitive Standing

Endeavor software products are installed in more than 950 libraries on five continents. Installations range from very small private collections to the Library of Congress, the largest library in the world. The bulk of Endeavor's installations are in the United States, Canada, the UK and Western Europe, Australia and New Zealand. Approximately one-fourth of all members of the U.S. Association of Research Libraries use Endeavor's Voyager library automation system, according to research compiled by Marshall Breeding, the Library Technology Analyst at Vanderbilt University.

Innovative and Sun: A True Global Partnership

Sun has been Endeavor's primary development partner since Endeavor's inception, which is why close to 90 percent of all Endeavor Voyager installations are powered by Sun systems. In addition, 24 academic and research libraries have implemented Endeavor's ENCompass digital library solution to date, with all 24 choosing Sun hardware technology. In recognition of Endeavor's contribution to Sun's revenue stream, Sun has authorized Endeavor as a U.S. proprietary reseller and campus representative. Furthermore, the Cornell University Library, which employs both Voyager and ENCompass, has been named a Sun Center of Excellence for Digital Libraries.

Benefits of Running Innovative Solutions on Sun

- *Open Standards* - Integration of Endeavor applications with other library systems is critical to many of the company's customers. This integration is facilitated by an open standards infrastructure. Sun is a recognized leader of open standards and architectures including servers, workstations, appliances, integration services, web services, storage, and software. Sun is also a leader in open business practices and the sharing of best practices within the education and library communities, and is an active supporter of the American Library Association, the International Federation of Library Associations and Institutions, and EDUCAUSE.
- *Performance* - The breadth of Sun's product lineup today is stronger than at any time in the company's history. With over 600 new



innovations and the best UNIX® to Linux interoperability, Solaris™ 10 sets a new benchmark for operating system performance, vendor neutrality, and security. Sun's dual core UltraSPARC® IV processor has revamped Sun's entire UltraSPARC family of systems, enabling nearly twice the power of previous Sun systems in the same footprint and featuring better price-performance than IBM or HP offerings.

- *Scalability* - Sun is well equipped to meet increasing growth demands, with many years of experience with a 64-bit operating system on a 64-bit SPARC CPU, scaling to 72 CPUs and beyond. Sun provides a single hardware platform for libraries, regardless of whether they run their Endeavor products on low or high-end servers. This scalability, combined with simple configurations, makes it easy for customers to enhance their Voyager system with additional Endeavor products-such as Meridien and LinkFinderPlus. Sun's scalability makes for a seamless transition as customers extend their use of the Endeavor product suite.
- *Reliability* - As a library expands its implementation of Endeavor products, server performance must remain reliable. Endeavor developers prefer the Solaris™ Operating Environment because of its reliability. Sun products are superior to those of its competition as Sun has one architecture and framework, a single software platform, a single hardware platform desktop to computer, and

a robust operating system that offers the highest level of redundancy utilizing the RAS (reliability, availability, scalability) features that are included in the system.

- **Availability** - Sun's third-generation Sun Cluster software is an industry leader in high-availability support, as well as single-node hardware reliability, with features such as automatic system reconfiguration, dynamic system domains, and servers configured to eliminate single points of failure. If a server goes offline or a storage device goes down, the remaining servers and storage devices continue running the application or service, ensuring maximum system uptime.
- **Proven Success** - Endeavor systems running on Sun provide solutions that allow academic and research libraries to utilize the network computing model, increasing user access to their valuable and extensive information. Sun's scalable and cost-effective systems ensure that Sun remains the provider of choice to thousands of libraries across the globe. The fact that nearly all Endeavor's largest customers also use Sun reflects their confidence in Sun's ability to provide an available, reliable, and dependable hardware platform.
- **Customer Care** - In addition to excellent product performance, Sun's support organization contributes to a library's peace of mind through deep technology expertise, broad service offerings, and global experience serving enterprises of all types and sizes. By working with Endeavor products almost from the start, Sun sales and support staff possess unequaled expertise, among computer system

vendors, in the Endeavor product line.

Typical Configurations

Small Libraries

(e.g., 10 Concurrent Users, 50,000 Volumes)

- Sun Netra™ T-1 AC 200
 - 1 500 MHz UltraSPARC® II Processor
 - At least .5 Gigabyte of RAM
 - 2 Internal 18 GB 10,000 RPM Hard Drives

Medium Libraries

(e.g., 300 Concurrent Users, 1 million Volumes)

- Sun Fire™ V880
 - 4 900 MHz UltraSPARC III Processors
 - At least 8 Gigabytes of RAM
 - 6 Internal Fiber Connected 36 GB 10,000 RPM Hard Drives

Large Libraries

(e.g., 1,000 Concurrent Users, 10 million Volumes)

- Database/keyword engine:
 - Sun Fire 4800
 - 12 900 MHz UltraSPARC III processors
 - 20 GB memory
 - 18x36GB T3BES StorEdge™ Array
- Application server:
 - Sun Fire V880 8
 - 900 MHz UltraSPARC III Processors
 - 16 GB memory
- Web server:
 - Sun 280R
 - 2 900 MHz UltraSPARC III Processors
 - 8 GB memory

Case Study: Cornell University Library Sun Center of Excellence for Digital Libraries

For more than a decade Cornell University in Ithaca, New York, has been pioneering the adaptation of libraries to the new possibilities of digitizing information. By undertaking one of the world's largest programs of digitizing library collections, the Cornell Library has defined many of the problems and provided leadership in shaping solutions.

Their efforts were aggregated under the umbrella of a library-wide gateway in early 1998. Accessible at www.library.cornell.edu, it includes links to Cornell's 21 different libraries, digital collections and services, and thousands of electronic journals published worldwide. In recognition of Cornell's significant experience and contributions to best practices, Sun named the Cornell Library as a Sun Center of Excellence for Digital Libraries.

One of the biggest contributions Sun makes to the evolution of digital libraries is to provide a stable, reliable, scalable, and secure architecture that supports round-the-clock operations. Cornell's experience in developing and managing digital library systems led to the conclusion that better commercial tools designed specifically for the library environment were needed. Cornell agreed to become a development partner with Endeavor Information Systems, Inc. for their ENCompass digital library solution, supplying a user perspective on capabilities required in a digital library repository.

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