



NationsBank chooses WorkSpace on Demand

By Ed Scannell
InfoWorld Electric

Posted at 5:41 AM PT, Apr 18, 1998

It appears NationsBank is striving to be in the vanguard of both the IT and banking industries.

Days after announcing its intention to merge with BankAmerica in a move that analysts say foreshadows even more bank consolidation, NationsBank said it plans to push ahead with plans to deploy thin-client PCs and network computers.

NationsBank chose IBM's WorkSpace On Demand technology, an OS/2 Warp server that deploys and manages a range of clients. The two-year rollout encompasses 35,000 clients and 3,500 servers.

The proposed merger -- which would create a \$570 million financial juggernaut -- will not affect the rollout of IBM's operating systems. IT executives from NationsBank said they expect to have about half of the 35,000 clients up and running by the first quarter of 1999.

The decision to standardize on WorkSpace On Demand will also deepen NationsBank's commitment to developing its applications in Java across its enterprise systems. The bank will also look more closely at deploying network computers during the next year or two for selected applications, although there will continue to be a healthy mix of full-blown PCs as well, company executives said.

"There are lots of areas in the bank evaluating NCs, but I'm not sure how many commitments we are making. But that is part of the reason we chose WorkSpace. In Version 2.0 there will be full support for running NCs from a WorkSpace server," said Jon Hamm, vice president of technology for NationsBank, based in Charlotte, N.C.

Before making its decision to standardize on WorkSpace as a major part of its overall thin-client strategy, NationsBank evaluated Microsoft's forthcoming Windows NT-based Hydra. However, the bank found Hydra to be a more expensive solution in most of its banking centers, in terms of investing in the necessary hardware and the expense of migrating many of its OS/2-based applications in its 16 banking centers across the country, Hamm said.

Another reason for going with IBM's product is the support NationsBank picks up for accelerating its year-2000 solutions. Many of the operating systems now in place are not ready to handle the change.

The day-to-day benefits of choosing WorkSpace On Demand center around significantly reducing the complexity and costs involved in managing thousands of client systems across the country, the

substantial savings in memory and disk drive costs, and having a solid migration path for Java.

NationsBank officials said WorkSpace not only allows them to better manage desktop systems but to deliver applications and customer information to its banking centers and back-office associates through Netscape's Navigator. Navigator will be the standard interface on all workstations.

"We want to deliver as much of our company information as we can via a browser. The goal is to deliver any piece of data to any desktop. That's why we like [Java's] ability to write once and run everywhere," Hamm said.

IBM Corp., in Armonk, N.Y., can be reached at <http://www.ibm.com>.

[Ed Scannell](#) is an editor at large for *InfoWorld*.

Go to the [Week's Top News Stories](#)

Please direct your comments to [InfoWorld Deputy News Editor, Carolyn April](#)

[HOME](#) | [NEWS](#) | [TEST CENTER](#) | [OPINIONS](#) | [FORUMS](#) | [CAREERS](#) | [STOCK QUOTE](#)
[SUBJECT INDEXES](#) | [SUBSCRIBE](#) | [ABOUT US](#) | [SEARCH](#)

[Copyright](#) © 2005. InfoWorld Media Group, Inc.
InfoWorld.com is a member of [IDG.net](#)

InfoWorld.com complies with the [ASME guidelines with IDG extensions](#) For New media.