

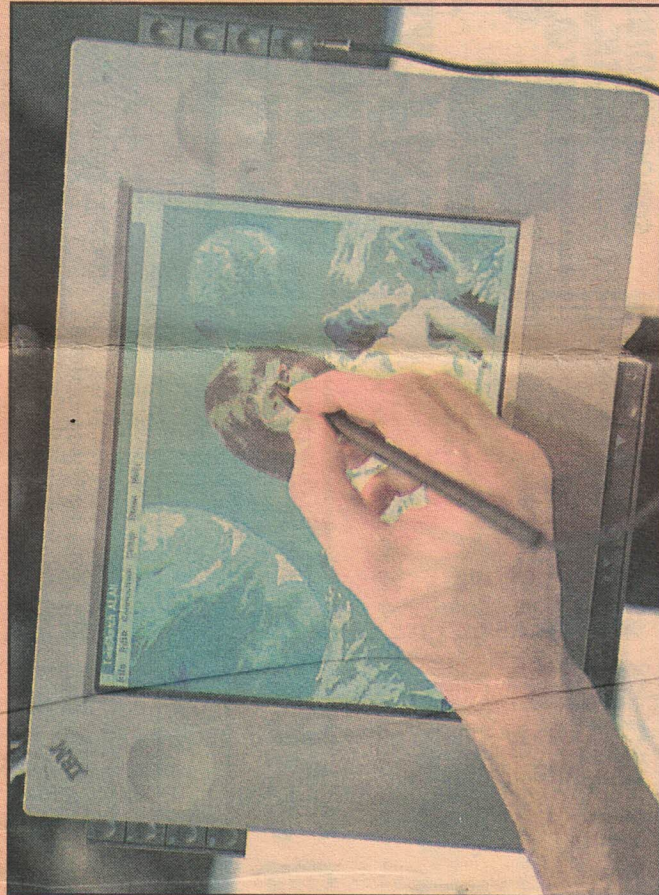
BUSINESS

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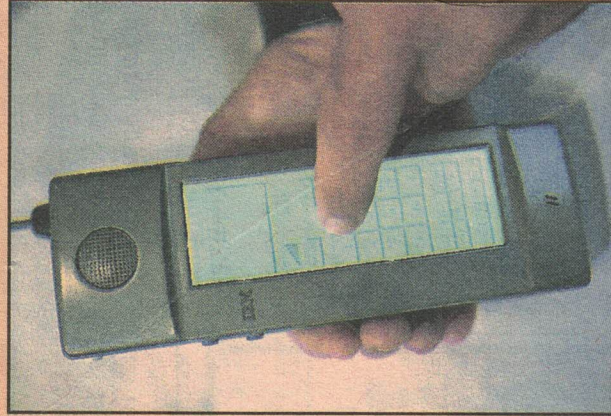
IBM rolls out new technology

BIG BLUE CHIPS

Products under development at IBM's Entry Systems Technology Division in Boca Raton:



TELESKETCH: Allows people at different desks to edit same document and see changes as they are made as part of what IBM describes as collaborative computing. Will become available as an extension to IBM's OS/2 software along with software that allows users to manipulate DOS programs with a handheld pen.



PERSONAL COMMUNICATOR: A cellular telephone, pager, personal computer and organizer built into a portable handset. IBM is working with Motorola to devise a prototype that can be tested within six months.

Innovations seen as best hope for future

By CHARLES LUNAN
Business Writer

Executives at IBM's personal computing lab in Boca Raton on Wednesday demonstrated new technology it hopes will raise profit margins after a costly two-year price war.

The innovations will emerge in International Business Machine's most expensive PS/2 models next year and gradually become standard on most IBM personal computers, said Paul Mugge, who heads IBM's Boca Raton lab.

IBM debuted the technology to the industry at the recent giant Comdex trade show in Las Vegas.

Many analysts think the restructuring of IBM's personal computer business is working.

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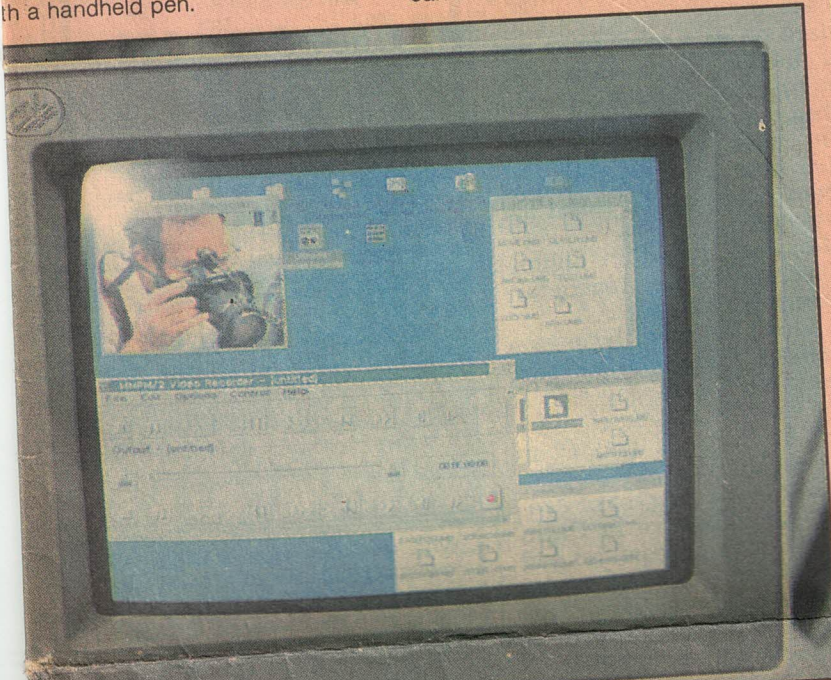
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■ **PERSONAL COMMUNICATOR:** A cellular telephone, pager, personal computer and organizer built into a portable handset. IBM is working with Motorola to devise a prototype that can be tested within six months.



MOTION: Software that can be used to append video to electronic mail and processor. Allows 386SX computers, popular for home use, to display video on high resolution. Now being tested. In this photo, the

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On Wednesday, IBM set up the Comdex exhibits in its Boca Raton lab for its 4,000 employees.

One of the most compelling devices on exhibit combined a DOS computer, a fax, a pager, a cellular telephone and personal organizer in a handset that resembled a walkie-talkie.

The device can be used to receive, store, edit and transmit data using either telephone, cellular or paging networks. IBM is working closely with Motorola's paging and wireless data group in Boynton Beach to develop the product. The computer is controlled by pushing icons on a 4.5- by 1.5-inch backlit screen in the area where a walkie-talkie's keypad would be.

IBM must now find a way to sell the personal communicator for less than \$1,000 — a fraction of the cost of the prototype shown Wednesday, said IBM engineer Brent Beatty.

The prototype used a cutting-edge

IBM

FROM PAGE 1D

Big Blue unveils high-tech gadgets at Boca Raton lab

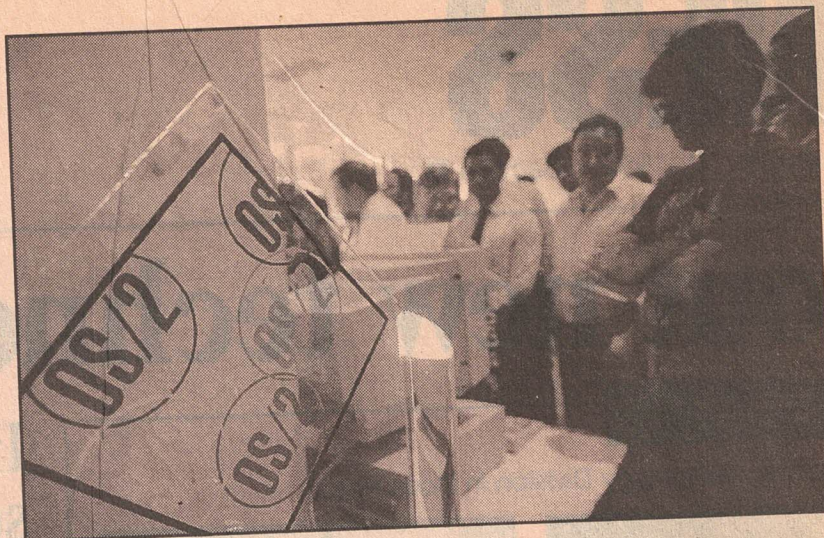
display from Japan that by itself costs thousands of dollars, Beatty said. Even so, it could not display road maps and stock charts in a legible fashion.

Still, IBM expects to begin testing the device with large corporate customers within six months, Mugge said.

IBM also showed its Energy Desktop machine, which garnered *Byte* magazine's top award for Comdex exhibits. The 12-inch square machine runs on an Intel microprocessor specially altered by IBM to consume 80 percent less power and can store 105 MB of information on a cartridge the size of a deck of cards.

Both components were designed for use in portable computers, but IBM plans to use them to reduce the size of its desktop computers, engineer A.B. Al Saleh said.

In the software arena, IBM demonstrated a program that can recognize continuous speech. Most voice recognition software



Staff photo/NICHOLAS R. VON STADEN

IBM employees get a look at latest technology for OS/2 computers during demonstration at lab in Boca Raton.

can recognize oral commands only when they are spoken discretely, or one at a time.

The software was developed years ago by a special team of IBM designers dedicated to helping the blind, deaf and motion impaired use computers. By next year, it could become a standard feature in most IBM personal computers.

INSURANCE

FROM PAGE 1D

State Farm asked to explain plans for a policy cap

"It depends how it's done. If it's done all through the state and it's not discriminatory, then we wouldn't have a problem," she said.

Legislators are now working on a bill that would address a possible shortage of homeowners insurance in the state in the next year and beyond, Chandler said.

The bill would create a "joint underwriting association" that would be administered by one company but backed by every insurer in the state that writes that line of coverage, she said.

Premiums for policies sold through the association would be about 25 percent higher than those for mainstream policies.

In addition to State Farm, Na-

the writing of new homeowners policies or already doing so in the wake of Hurricane Andrew.

Since Oct. 1 and up to the end of the year, Nationwide agents in the company's five South Florida districts have been limited to writing 1,612 new homeowners policies.

Based on past production and other factors, each Nationwide agent has been allotted a certain number of policies he or she can sell in homeowners, condo and renters insurance, according to company sources who asked not to be identified.

Nationwide, based in Columbus, Ohio, is the state's fourth-largest homeowners insurer.

The Chubb Group of Insurance Companies, based in Warren, N.J., said on Wednesday that it stopped writing new homeowners policies in Broward and Palm Beach counties around Dec. 1.

"We are in the process of evaluating our exposure in Palm Beach and Broward counties and

IBM

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NEW YORK Business Machine appeared to be near shakeup on Wednesday Wall Street. It was expected to pull its rating and shares for a possible divestiture.

Shares in the computer company were expected to close at \$62 3/4, down from \$63 1/4 of 3.6 million shares. The stock was the most active in the New York Stock Exchange.

Traders said the company's ground early on

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