

Crossing Industries and Borders

David Connelly
CEO, Open Applications Group, Inc.

<http://www.openapplications.org>



Open Applications Group

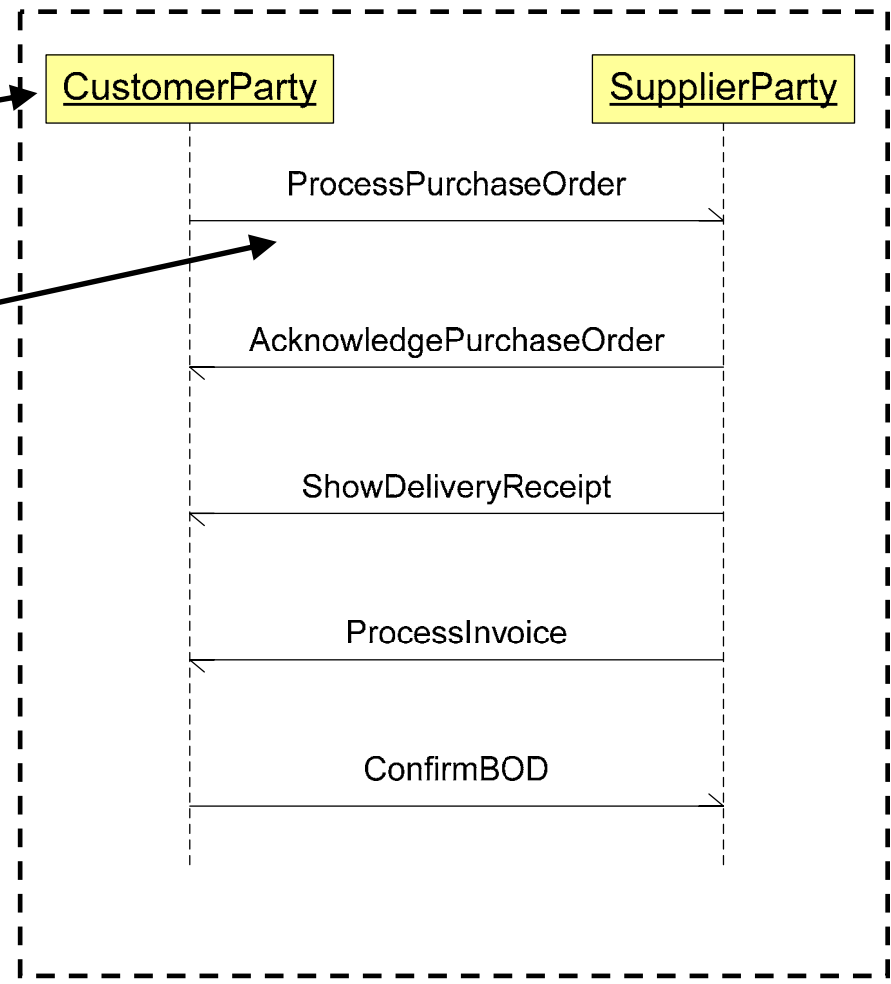
Who we are

The Open Applications Group is a not-for-profit, open, and fully independent Open Standards Organization.



The Content of the OAGIS[®] Standard is . . .

- Business Processes called Scenarios
- Business Messages called Business Object Documents (BODs)

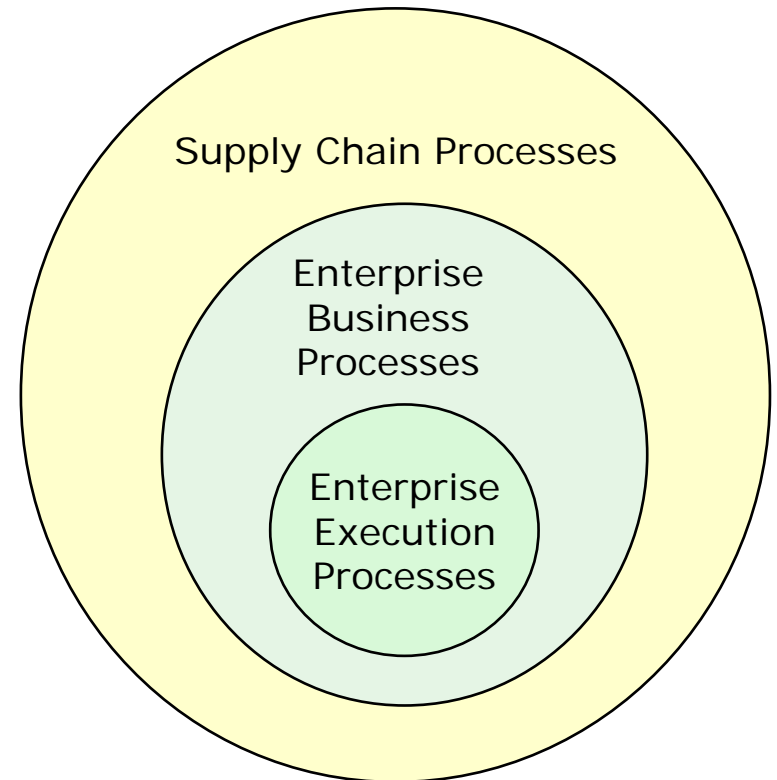


Why do you care about OAGIS?

- ACORD does your insurance standards
- But OAGIS addresses your horizontal business processes:
 - ERP, CRM, and other functions
 - Such as buying, paying, credit, general ledger

OAGIS Scope

- **eCommerce**
 - e-Catalog
 - Price Lists
 - RFQ and Quote
 - Order Management
 - Purchasing
 - Invoice
 - Payments
- **Manufacturing and Supply Chain**
 - Warehouse Management
 - Orders
 - Shipping
 - Tracking
 - Routings
 - Shop Floor
 - Plant Data Collection
 - Engineering
 - Enterprise Asset Mgmt.
- **CRM**
 - Opportunities
 - Sales Leads
 - Customer
 - Sales Force Automation
- **ERP**
 - Financials
 - Human Resources
 - Manufacturing
 - Credit Management
 - Sarbanes/Oxley & Control



OAGIS Board Members Include:

- ADP
- Catalyst Supply Chain Software
- Cisco Systems
- IBM
- Infor Software (Baan, SSA Global)
- Intel Corporation
- Lawson Software
- Oracle (PeopleSoft, JD Edwards, Siebel, etc.)
- SAP
- Transentric Logistics

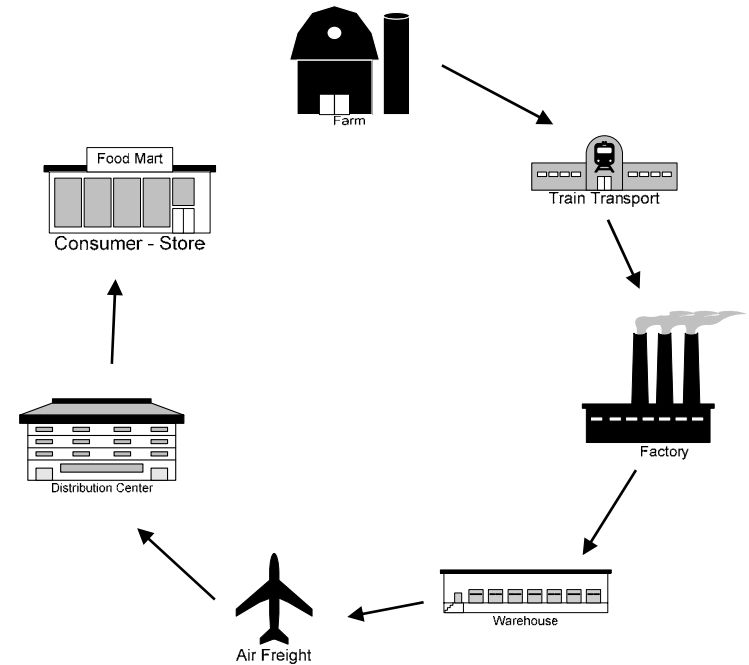
OAGIS live users in over 41 industries

- Aerospace
- Agri-Business
- Automotive Manufacturing
- Automotive Retail
- Automotive Aftermarket
- Banking
- Brewing
- CPG
- Chemical
- Computer Hardware
- Computer Software
- Consumer Goods – Electronics
- Cosmetics
- Defense
- Distributors
- Federal Government
- Food Manufacturing
- Furniture Manufacturing
- Mortgage
- Pharmaceutical
- Industrial Goods Manufacturing
- Leisure Boating
- Logistics
- Medical Device Manufacturing
- Mining
- Motorcycle
- Motorsports
- Oil
- Natural Gas
- Paint
- Paper
- Publishing
- Retail
- Shipping
- State Government
- Local Government
- Telecommunications
- Tire Manufacturing
- Tobacco
- Universities
- Electric Utilities

OAGIS live users in 40 known countries

- Australia
- Austria
- Bahrain
- Belgium
- Brazil
- Canada
- Chile
- China
- Croatia
- Czech Republic
- Denmark
- Ireland
- Finland
- France
- Germany
- Hungary
- India
- Israel
- Italy
- Japan
- Korea (South)
- Lithuania
- Mexico
- Netherlands (Holland)
- Norway
- Papua New Guinea
- Poland
- Russia
- Saudi Arabia
- Singapore
- Slovenia
- Slovakia
- South Africa
- Spain
- Sweden
- Switzerland
- Turkey
- United Arab Emirates
- United Kingdom
- United States

- OAGIS enables supply chain interoperability
- And in the supply chain, does insurance play a part?
- Arguably insurance plays a part in the majority of business practices
- Therefore we touch each others business processes
- And we are each others customer

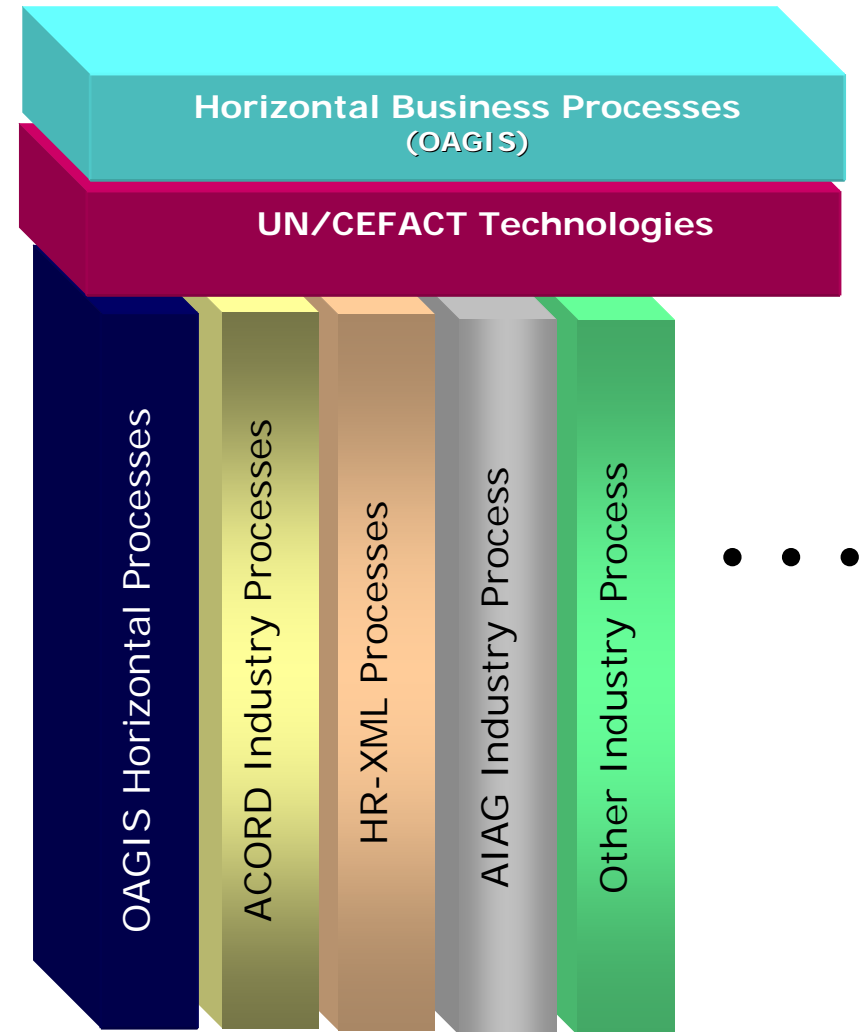


ACORD and OAGIS

- OAGIS uses UN/CEFACT core components technologies
- ACORD has taken a decision to adopt the same technologies
- ACORD has taken a decision to adopt the OAGIS NDR is a practical implementation of it.
- We are working towards a collaboration to further address our joint needs

ACORD and Other Standards

- OAGIS addresses horizontal business processes
- ACORD addresses vertical insurance business processes
- Others address vertical business processes
- We all use common UN/CEFACT technologies
- We complement each other



Commitment to UNCEFACT/CCTS

- The OAGi Board of Directors believes that the UN/CEFACT Core Components effort is important to cross border and cross industry interoperability



- Sponsored by the United Nations
- Defines the basis for building business languages.
- Encourages all business languages to be based on same concepts.



Why did OAGIS implement CC?

- Will increase interoperability for Supply Chains and Enterprises across Borders and across Industries

- UN/CEFACT – United Nations
- ISO- International Standards Organization
- MoU MG – Memorandum of Understanding Management Group
- IEC TC57 WG14 – Electric Utility Standards
- KIEC – Korean e-Commerce Consortium
- NIST – National Institute of Standards & Technology
- AIAG – Auto Supply Chain North America
- Odette – Auto in Europe
- ITA – Information Technology in Germany
- STAR – Auto Retail North America
- AAIA – Auto Aftermarket North America
- RV Industry – North America
- AIA – Aerospace North America
- AECMA – Aerospace Europe
- OSCRE – Facilities Management
- VISION Industry
- HR-XML – HR Content, world-wide
- SP95 – Enterprise Controls
- ARTS (Retail)
- STEP – Engineering world-wide
- IFX – Interactive Financial Exchange
- SWIFT
- TWIST
- Comptia/EIDX – Electronics and Computer Industry
- WS-I
- OASIS
- Tax-XML
- UBL

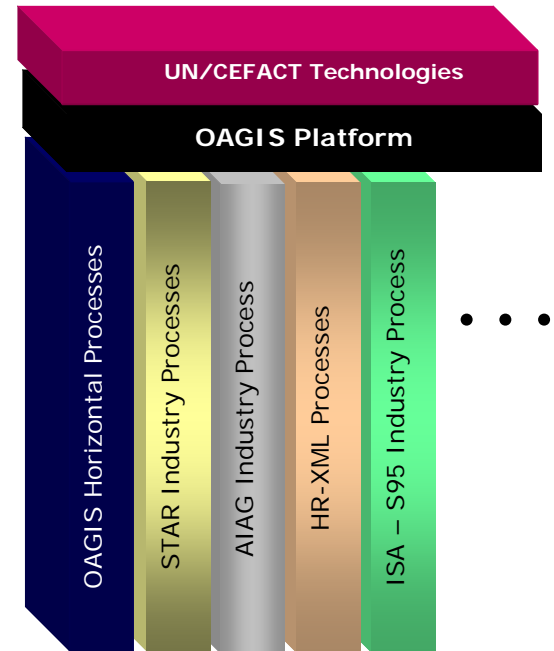


Next Step

OAGIS Platform for Business Standards

Component Access Layer - Resources				BOD Architecture	Meta Model	Naming and Design Rules
UN/CEFACT Core Components	ISO 20022 Core Components	OAGIS Core Components	HR-XML Core Components			
XML Schema (XSD)						
UML Models						

- Our business are more Interdependent that ever
- Our standards therefore need to reflect that
- UN/CEFACT technologies are one action step
- Further cooperation is another





Open Applications Group

Thank You