The Compelling Value of OAGi Membership

David Connelly
CEO, Open Applications Group, Inc.
Open Applications Group

The Open Applications Group is a not-for-profit standards development organization.

Founded in 1994, we are focused on building enterprise ready process-based data exchange standards for both B2B and A2A integration. We are the only truly cross industry business network integration standard.
Benefits of Standards

• Standards save money.

• Standards improve sales efficiency.
  – Improved sales efficiency due to decreased trading costs, simplification of contractual agreements, and lowering of trade barriers.

• Standards reduce risk.
  – The standards development process, through prototyping, and agreements by its proponents, insure standards are implementable and incorporate best practices.

Source: German Institute for Standardization e. V., "Economic benefits of standardization, Summary of results."
Benefits of Standards

- **Standards extend product life.**
  - Product life extension. Products that use standards are less likely to require replacement in order to integrate with other, newer products.

- **Standards protect against Obsolescence.**
  - Standards organizations are generally highly motivated to provide an orderly way to migrate to new versions of standards.

- **Standards reduce Development Time and Costs.**
  - Finding trained and experienced personnel for standardized technologies is easier than for proprietary technologies.

Source: German Institute for Standardization e. V., "Economic benefits of standardization, Summary of results."
Standards can open doors

- Without the agreement to use TCP/IP, the Internet would not exist.
- This did not constrain innovation, it fostered innovation.
The OAGIS Standard is . . .

- A data exchange data model
- It defines a common data model for data exchange between business applications
The OAGIS® Standard is:

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

```
CustomerParty
<table>
<thead>
<tr>
<th>ProcessPurchaseOrder</th>
</tr>
</thead>
<tbody>
<tr>
<td>AcknowledgePurchaseOrder</td>
</tr>
<tr>
<td>ShowDeliveryReceipt</td>
</tr>
<tr>
<td>ProcessInvoice</td>
</tr>
<tr>
<td>ConfirmBOD</td>
</tr>
<tr>
<td>SupplierParty</td>
</tr>
</tbody>
</table>
```

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OAGIS® BODs are a Language

- BODs are comprised of:
  - Nouns
  - Verbs
- Nouns describe content
- Verbs describe the action
Example BOD Definitions

- ProcessPurchaseOrder
- AcknowledgePurchaseOrder
- Get Credit
- ShowCredit
- SyncProductionOrder
- ConfirmBOD
Standards within the OAGIS Standard

- W3C - URI/URL
- W3C - XML Schema 1.0 Part 1
- W3C - XSL Schema 1.0 Part 2.0
- W3C - XML Style Language
- W3C - XML Path Language (XPath) Version 1.0
- ISO - ISO11179
- ISO - ISO1500-5 Core Components Type Specification
- ISO - ISO20022 (UNIFI Financial Standard)
- ISO - ISO4217 - Currency Codes
- ISO - ISO639 - Language Codes
- MIME Media Type Code
- UNECE Unit Code
- OMG UML 2.0
OAGIS® 10 Scope

- **eCommerce**
  - e-Catalog
  - Price Lists
  - RFQ and Quote
  - Order Management
  - Compliance
  - Purchasing
  - Invoice
  - Payments

- **Manufacturing**
  - Engineering
  - MES
  - Shop Floor
  - Plant Data Collection
  - Conformance
  - Warehouse Management
  - Quality

- **Logistics**
  - Orders
  - Shipments
  - Routings
  - Tracking

- **CRM**
  - Opportunities
  - Sales Leads
  - Customer
  - Sales Force Automation

- **ERP**
  - Financials
  - Human Resources
  - Manufacturing
  - Credit Management
  - Sarbanes/Oxley & Control

![Diagram showing integration methods: Windows 7 Phones, iPhones, iPads, Android Devices, Blackberrys, JSON Based Integration, XML Based Integration, EDI and XML Based Integration, Cloud Service Broker, Firewall, Customer Service, Sales Orders, Inventory Availability, Employment, Receiving, Plant Data Collection, Etc.]
Who Uses OAGIS?
OAGi Standards Supported

• OAGIS Release 10.0, 10.1 (current)
• OAGIS 9.X, 8.0, 7.X, and 6.X
• OAGIS 9.X Naming and Design Rules
• OAGIS Data Management Guide
• OAGIS Confirm BOD Usage
• OAGIS Get/Show Usage guide
• Chem eStandards Use Report
• Chem eStandards Business Process Guidelines
### OAGi Membership Now

- ADP
- AgGateway
- Automotive Industry Action Group (AIAG)
- Amber Road **NEW**
- Archer Daniels Midland
- Austen Consultancy
- Boeing
- Bright3 AB
- Cisco
- Command Alkon
- Data Communication Solutions
- DBI Poland
- E2open
- EDIFICE
- Emerson
- Etail Solutions
- GEFEG
- HR Open Standards
- iBASEt
- Infor
- ISA
- Japan Petrochemical Association
- Justransform **NEW**
- Kaba Workforce Solutions
- Land O'Lakes
- Liaison Technologies
- London Drugs
- Microsoft
- NIST
- OASIS
- Odette
- OpenText
- Oracle
- SAA Consultants
- Standards for Technology in Automotive Retail (STAR)
- Trisotech **NEW**
- MESA
Why pay to be a member of OAGi?

• Free Access to OAGi Resources
  - Free access to OAGi IP
    - OAGIS Enterprise Edition
    - Past versions of OAGIS
  - Discounts on OAGi Training and Services
    - See prices here (http://www.oagi.org/dnn2/TrainingandServices.aspx)
  - Free training videos
  - Free copy of our BOD Flattener software
  - Free copies of our best practices documents
  - Free access to our webinar recordings
Why pay to be a member of OAGi?

- Ensure the OAGIS technology meets your organizations needs through participation in the technical work
- Privilege to form, lead and participate on Working Groups
- Privilege to vote in Working Groups
- Work with and Learn and Share with other industry experts
- Show leadership
Membership Value beyond influencing the Technology

<table>
<thead>
<tr>
<th>OAGi Membership Monetary Value (Besides value of updating the standards to ensure the needs of your organization are met)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Item</strong></td>
</tr>
<tr>
<td>OAGIS 10.X Enterprise Edition</td>
</tr>
<tr>
<td>BOD Flattener</td>
</tr>
<tr>
<td>BOD Architecture Document</td>
</tr>
<tr>
<td>Get/Show User Guide</td>
</tr>
<tr>
<td>Confirm BOD User Guide</td>
</tr>
<tr>
<td>Data Management User Guide</td>
</tr>
<tr>
<td>Data Dictionary</td>
</tr>
<tr>
<td><strong>Sub-total</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Services and Training</th>
<th><strong>Non-Member Cost</strong></th>
<th><strong>Member Cost</strong></th>
<th><strong>Value</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Quick Start Training</td>
<td>$9,000.00</td>
<td>$7,000.00</td>
<td>$2,000.00</td>
</tr>
<tr>
<td>3 days Professional Services</td>
<td>$6,000.00</td>
<td>$5,040.00</td>
<td>$960.00</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Item</th>
<th><strong>Non-Member Cost</strong></th>
<th><strong>Member Cost</strong></th>
<th><strong>Value</strong></th>
<th><strong>Comments</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Spring OAGi Face to Face Meeting</td>
<td>$400.00</td>
<td>$0.00</td>
<td>$400.00</td>
<td>Training and Networking opportunity. Cost is per person</td>
</tr>
<tr>
<td>Fall OAGi Face to Face Meeting</td>
<td>$400.00</td>
<td>$0.00</td>
<td>$400.00</td>
<td>Training and Networking opportunity. Cost is per person</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Members Only Items</th>
</tr>
</thead>
<tbody>
<tr>
<td>Two OAGIS Training Videos</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Item</th>
<th><strong>Non-Member Cost</strong></th>
<th><strong>Member Cost</strong></th>
<th><strong>Value</strong></th>
<th><strong>Comments</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>OAGi WG Meetings</td>
<td>Members only</td>
<td>$0.00</td>
<td>$4,000.00</td>
<td>Training and Networking opportunity. Cost is undefined pending of where one could receive such exposure to insights from experts per person</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td>$9,747.87</td>
<td></td>
</tr>
</tbody>
</table>
Example of Membership Benefits

Non-Member

Member

ERP SHOULDSAY YOU FREE. NOT TIE YOU DOWN.

Open Applications Group
Open Standards that Open Markets™

Welcome to the OAGIS Release 9.6.1 public download page. If you are a member of OAGIS, please go to the Members Only part of the website to download your free or discounted edition of OAGIS.

OAGIS 9.6.1 Download

This release includes the following updates: Seven new hours and their corresponding 800x messages.

1. Configuration
2. Interchange Performance
3. Interfaces
4. PaySystemResponse
5. Trade
6. Resource reUse on TestCase
7. Warehouse and ShippingOrder

In addition we have also added:

- Single Namespace
- Additional to the OAGIS ( speculated)
- Support for UN/EDIFACT CTS 2.0
- Enhancements to the extensions process

OAGIS Classroom Training and Professional Services

Did you know that OAGIS provides hands-on training classes and other Professional Services to streamline and speed up your implementation of OAGIS?

We invite you to take all of our services here or write to us here and someone will be back to you quickly.

Thank you for your interest in OAGIS.

OAGIS 9.6.1 Standard Edition

The version of OAGIS 9.6.1 includes all of the functional scope of OAGIS and includes:

- 369 Standard EDI Types
- Sample instances

If you are interested in the Enterprise Edition, this can come at a reduced version.

OAGIS 9.6.1 Enterprise Edition

The Enterprise Edition of OAGIS 9.6.1 includes:

- 54 Scenarios
- 707 XML Messages
- Enveloped 800x
- Interchange 800x
- Sample Instances

Non-Member

Member

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OAGi Membership Levels

- **Policy Board**
  - Governance of OAGi
  - 2 Council Seats
  - Eligible for any Working Group

- **Councils**
  - Set the direction for your constituency
  - Sponsor Working Groups
  - Examples include High Tech, Architecture

- **General Membership**
  - Participate on Working Groups
  - Technical voting rights
OAGi Membership Levels

Policy Board
- Provide Governance of OAGi
- Eligible to serve as an Officer
- Ensure OAGIS governance meets your organization’s goals
- Also includes 2 Council Seats (worth up to 30K)
- Special recognition on OAGi website with company name and member picture and biography [link here](#)
- All rights of every membership category below this category

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**Policy Board Membership**
This membership category is open to all, including Solution Providers, End Users, Government Agencies, and Standards Organizations.

**Yearly fees for participation at this level are:**

| Revenues over USD $500 million | USD $30,000  |
| Revenues of less than or equal to USD $500 million | USD $25,000  |
| Revenues of less than USD $100 million | USD $20,000  |
| National Government Department or Ministry | USD $30,000  |
| Local Government or Education Institution | USD $20,000  |
OAGi Membership Levels

Council Level Membership

- Set the agenda for your industry
- Ensure the direction of the OAGIS Standard meets your organizations needs
- Chair of the Council serves as a voting member of the Policy Board
- Separate page on OAGi Website with recognition
- Charter Working Groups
- Eligible to form and Chair or participate on any Working Group
- All General Member Membership Benefits

<table>
<thead>
<tr>
<th>Revenues over USD $500 million</th>
<th>USD $15,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues of less than or equal to USD $500 million</td>
<td>USD $12,500</td>
</tr>
<tr>
<td>Revenues of less than USD $100 million</td>
<td>USD $10,000</td>
</tr>
<tr>
<td>National Government Department or Ministry</td>
<td>USD $15,000</td>
</tr>
<tr>
<td>Local Government or Education Institution</td>
<td>USD $10,000</td>
</tr>
</tbody>
</table>
General Level Membership

- The right to participate on Working Groups.
- Voting rights on any technical team (one vote per organization).
- Access to special content on Members Only website
- Eligibility to attend all OAGi technical meetings for free, up to five persons
- Discounts on OAGi Products, Services, and Training
- The right to use the OAGi member logo on your organization’s literature and web site

<table>
<thead>
<tr>
<th>Revenues Range</th>
<th>Membership Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues over USD $500 million</td>
<td>USD $8,400</td>
</tr>
<tr>
<td>Revenues range between USD 100 M and up to USD 500 million</td>
<td>USD $5,800</td>
</tr>
<tr>
<td>Revenues range between USD 50 M and up to USD 100 million</td>
<td>USD $3,675</td>
</tr>
<tr>
<td>Revenues range between USD 10 M and up to USD 50 million</td>
<td>USD $1,838</td>
</tr>
<tr>
<td>Revenues range between USD 5 M and up to USD 10 million</td>
<td>USD $630</td>
</tr>
<tr>
<td>Revenues of less than USD $5 million</td>
<td>USD $400</td>
</tr>
<tr>
<td>National Government Department or Ministry</td>
<td>USD $8,400</td>
</tr>
<tr>
<td>Local Government or Education Institution</td>
<td>USD $5,800</td>
</tr>
</tbody>
</table>
OAGi Governance

- Royalty Free IP Policy
- Open Development Methodology
- OAGi Staff Stewardship of work
- Two face to face meetings a year
- Most Working Groups meet remotely
- No specific time limit to contribute
- All persons in the Enterprise may participate
- One organization, one vote
OAGIS Working Groups

- Mobile, Cloud, JSON Working Group
- Smart Manufacturing
- Quality Content
- Semantic Enhancement
- Virtual Business Object
- Chem eStandards
- Quality Assurance Working Group
OAGIS Development Methodology

- Project Definition
- Construction
- Publication
- Review and Approval
Who Uses OAGIS?

[Logos of various companies listed: Microsoft, ADP, ORACLE, Cisco Systems, INFOR, Lawson, Amerequest Mortgage Company, Volvo, Honda, IBM, Siemens, TRACTOR SUPPLY CO, For Life Out Here, Nissans, DHL, Toyota, GM, Ford, Volkswagen Supplier Purchase Program, Best Buy, Home Depot, Lowe's, Staples, Oxylane Group, SKF, Cargill, Boeing, Emerson, GE, Nordstrom, the Walt Disney Company, and more.]
Country Representation
WebsiteRegistrations

<table>
<thead>
<tr>
<th>Continent</th>
<th>Number of Countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Africa</td>
<td>12</td>
</tr>
<tr>
<td>Asia</td>
<td>17</td>
</tr>
<tr>
<td>Australia/Oceana</td>
<td>4</td>
</tr>
<tr>
<td>Europe</td>
<td>40</td>
</tr>
<tr>
<td>Middle East</td>
<td>8</td>
</tr>
<tr>
<td>North America</td>
<td>7</td>
</tr>
<tr>
<td>South America</td>
<td>11</td>
</tr>
<tr>
<td>Total Registrations</td>
<td>99</td>
</tr>
</tbody>
</table>
OAGi Membership

- **Simplified integration and ease-of-use** -
  - Full company access to the OAGi resources
    * white papers and research
    * best practices, recommendations and guides
  - Direct input into all current development efforts
  - Forums for discussions and resolutions
  - Lower cost education via OAGi meetings

OAGi membership provides the ability to lead, guide or be a fast follower, learning from others as they move forward.
OAGi Membership

- **Faster path to interoperability** -
  - Join your partners and suppliers “at the table”
  - Influence vendors, service providers and industry
  - Drive adoption of interoperable standards
  - Advanced notice of issues and resolutions
  - Directly impact direction and speed of standard
  - Contribute to and guide corrections and adjustments
  - Speed convergence

OAGi membership provides the ability to make things happen rather than simply wait for someone else’s version.
OAGi Membership

- **Network of like-minded movers**
  - Leverage vendor, partner and supplier contacts
  - Obtain insight into industry and market trends
  - Understand and resolve industry issues
  - Demonstrate direction and commitments
  - Access to industry and technology leaders

OAGi membership provides the connections and opportunities that will make integration of applications and value networks faster, easier and less costly.
Looking Ahead
OAGIS with JSON
OAGIS with Java Script Object Notation (JSON)

- Next generation from XML
- Supports Cloud, Mobile, IoT
- JSON NDR and REST API Design Guide
- Treated as an expression of OAGIS Model
- Not replacing XML/XSD, complementing it
OAGIS in an RDBMS

- Part of our Semantic Enhancement and Tool Working Group
- Building software to build objects from our Core Components based on context drivers
- Not replacing XML/XSD, complementing it
BPMN Expressions of OAGIS Scenarios

- Work is funded by NIST, Conrad Bock is sponsor
- Denis Gagne from Trisotech is the developer
- We published their White Paper on our website recently
- Doing the final Deliverables on OAGIS 10.X
- Will be part of OAGIS
- Not replacing UML, complementing it
- Recently secured access to a Cloud Tool that supports BPMN development for the membership to use
Figure 8: BPMN Collaboration Diagram with PUBLIC Processes for OAGIS Scenario 47
Come Join The OAGi Community

Welcome

The Open Applications Group builds interoperability standards in a community where people from all industries come together in an Open Standards Environment to build what they and their organizations need. More here.

We invite you to join OAGi. It provides you and your organization compelling business value by enabling your entire organization access to the OAGi libraries as well as the community. Learn more.


The work of building and maintaining OAGi costs money. If you cannot join as a member, please make a donation of your choosing to ensure that the work continues.

Please Donate

Join our Community

OAGi Website – www.oagi.org
- Membership application online
- IP Policy
- By-Laws
- Methodologies
- Case studies
- Resources

Other members –
- OAGi Member List
- Partners, Customers & Suppliers

Contact OAGi staff

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37
OAGIS around the world 99+ Countries
Thank You!