



BEINGRID

BUSINESS EXPERIMENT FACT SHEET

BUSINESS EXPERIMENTS IN GRID

Sales Management System

The aim of this Business Experiment is the application of the most valuable Database and Information Systems (DAIS) Grid technologies to the field of the Sales Management Systems, applied to the food services sector.

Objectives

The aim of this Business Experiment is the **application of the most valuable DAIS Grid technologies to the field of the Sales Management Systems (SMS)**, applied to the food services sector. The transition of the existing lightweight implementations toward a more sophisticated coupling of the information systems needs an effective enhancement of the database federation technologies.

Substantial progress has been made in Grid technologies since the 1999 in the field of Data Access and Integration, especially in the federation of heterogeneous and distributed databases over an “unreliable” wide area network. Examples of the outcomes of the OGSA-DAI project are now available for the business applications. The main objective of this experiment is to leverage the mature DAIS middleware in order to provide a standardized and uniform layer for access to distributed databases to selected SMS applications. The proposed approach will be tested on an SMS tool named “Cerere”, developed by Tecnocassa Srl, applied on the Pizza selling points of the Pizza New Company.

The BE objectives can be summarized as follows:

- Enhance an existing software application, adding advanced functionalities.
- Allow SMEs to manage their activities more efficiently thanks to the new Grid-enabled software.
- Prove the benefits of the OGSA-DAI concept in some innovative application fields, such as the food services sectors.
- Exploit the knowledge gained in the food services sector in other industrial sectors with similar data integration challenges.

Activities

The Business Experiment activities will launch an innovative SMS product, that can overcome the limitations of the existing SMS tools.

This first phase is focused on the end-user requirement analysis. This will be followed by a detailed design of the new grid-enabled SMS application. The development of the new components is already in progress. A first prototype was available in the Spring of 2007. The final implementation will be ready in 2008.



Industrial sectors

- **Food services**

Added-value for industry

Although the fields of SMS and CRM services are different business applications inside SMEs, the technological challenges facing these systems are similar. The transition of the existing lightweight implementations toward a more sophisticated coupling of the information systems, needs effective enhancements of the database federation technologies. The sample applications considered by this pilot are representatives of the state-of-the-art of the respective sectors: the SMS are typically deployed at the level of the single selling point, while the CRM is based on the traditional web technologies, often without an effective coupling between the CRM information system managed by the application service provider and the business's local databases.

The outcomes of this BE should allow SMEs to manage their customer facing activities more efficiently thanks to the new Grid-enabled software.

Partners



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