

ACS Development @ Competitiveness.com

Barcelona, June 2st, 2001



Contents

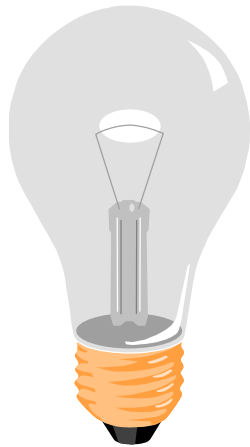
- Software for E-Business
- Tool
- Organization
- Process



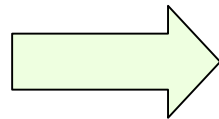
Software for E-Business



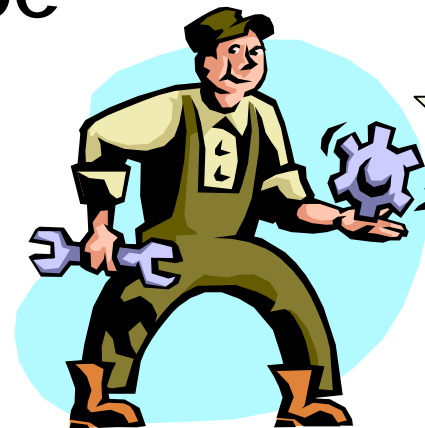
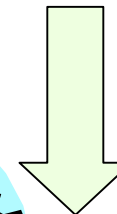
E-Business is about learning



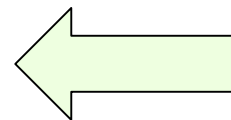
Idea



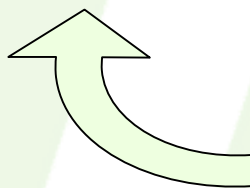
Prototype



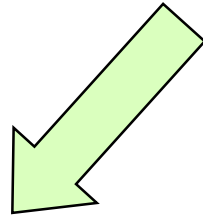
Operation



Analysis

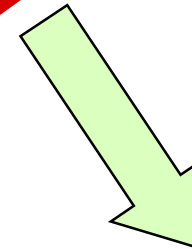
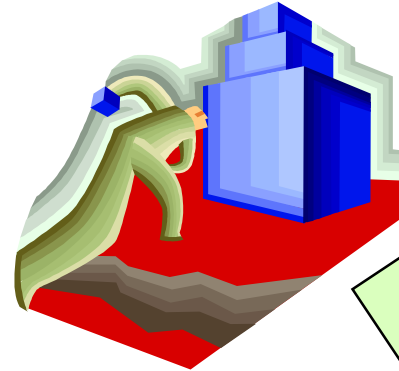


Different Players, Different Needs



Solution

- SAP
- Intershop
- Siebel
- Oracle



Toolkit

- ArsDigita
- Websphere
- Java & JServ

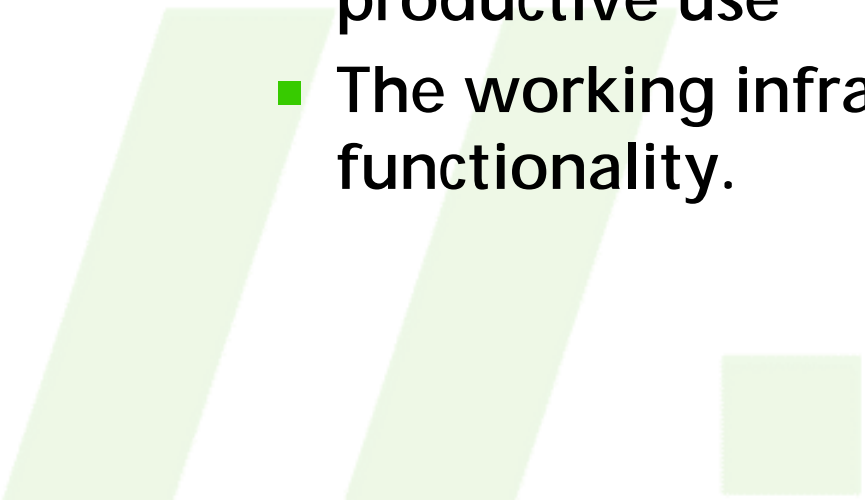
What Means "Efficient"?

$$\text{Time} = \frac{\text{Functionality - Library}}{\text{People} * \text{Efficiency}}$$



ArsDigita is a Toolkit

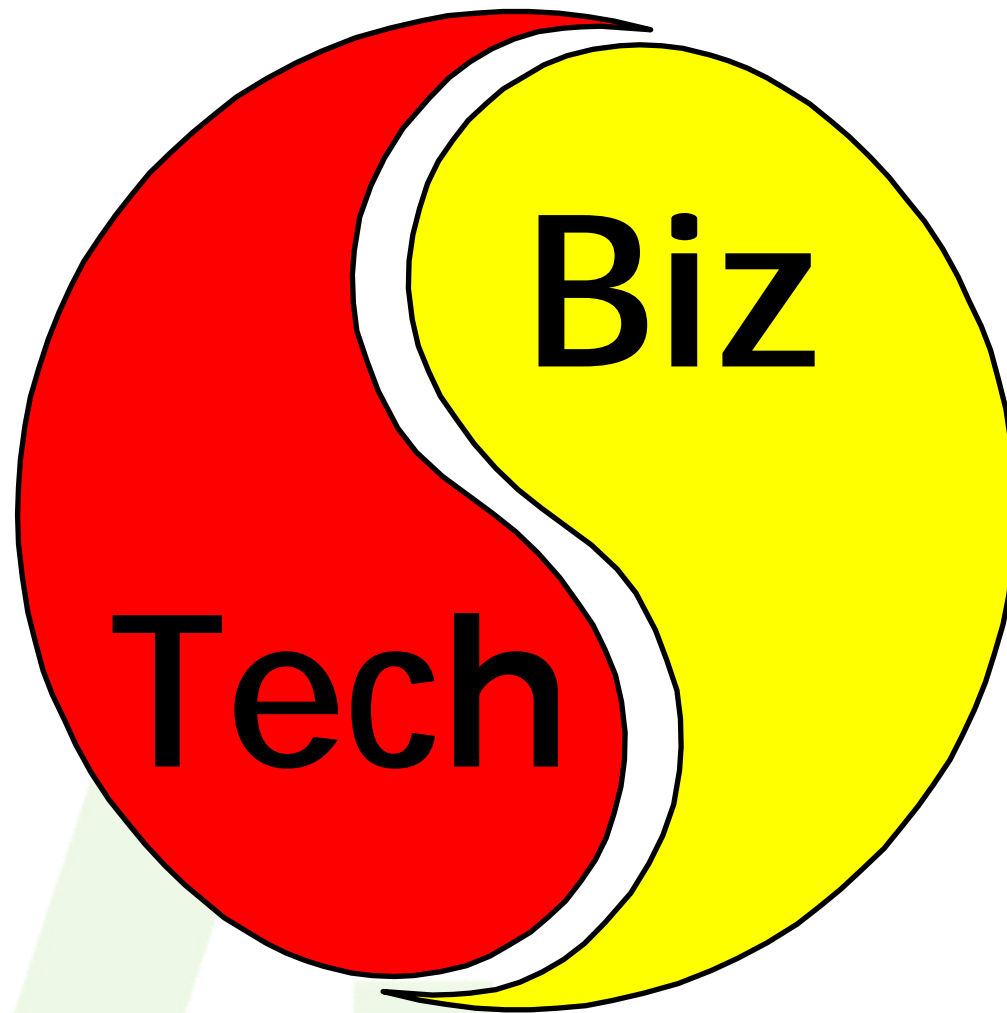
- It's a Platform (all necessary infrastructure)
 - It has modules (36) as references
 - It comes with a programming model
 - It comes with a programming philosophy

 - Prototypes run already stable enough for productive use
 - The working infrastructure allows to focus on new functionality.
- 
- Three decorative green shapes in the bottom left corner: two slanted parallelograms and one square.

Organization



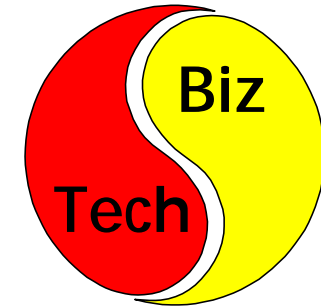
Biz and Tech



Process



Development Cycle

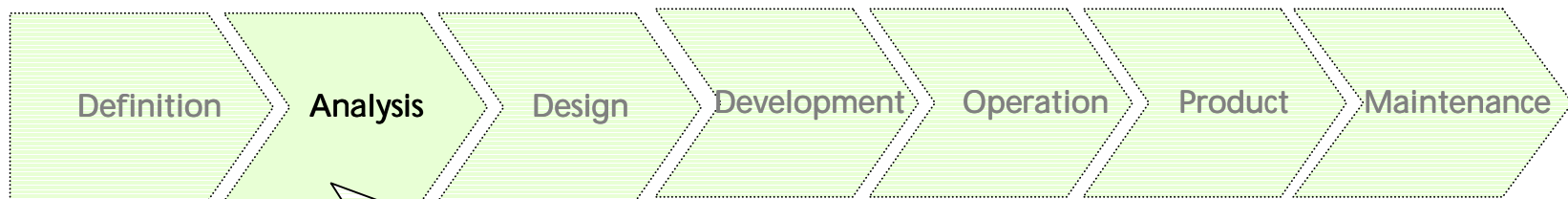


Development Cycle: Definition



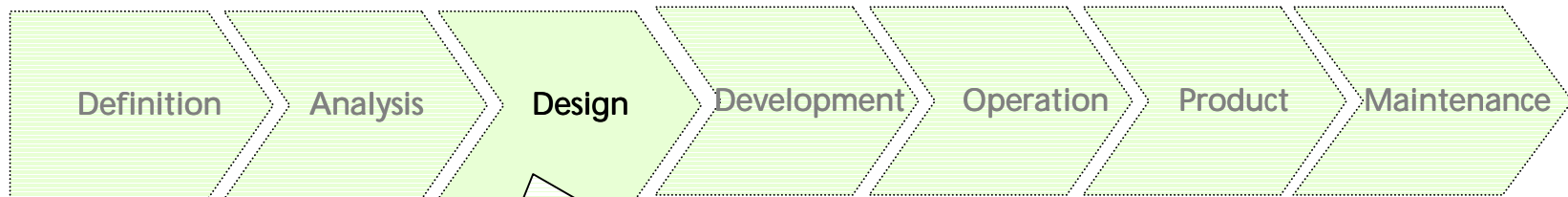
- Demand
- Business Ideas
- Idea Screening & Filtering
- Strategic Focus

Development Cycle: Analysis



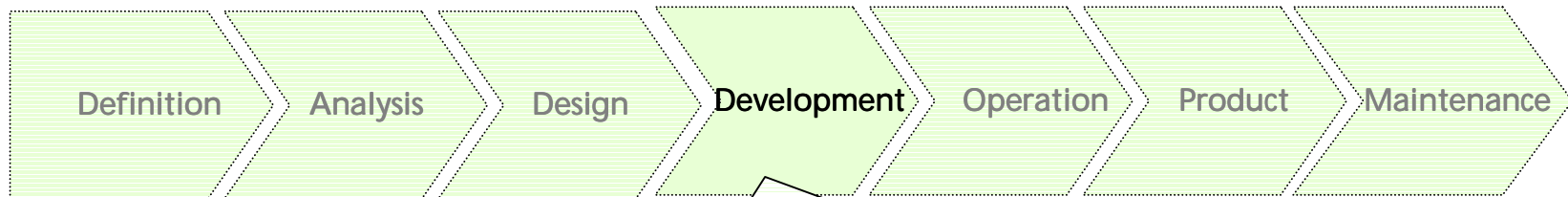
- **Business Logic**
- Wemo
- Use Cases

Development Cycle: Design



- Data model
- Test Cases
- ACS Integration
- Reutilization Planning

Development Cycle: Development

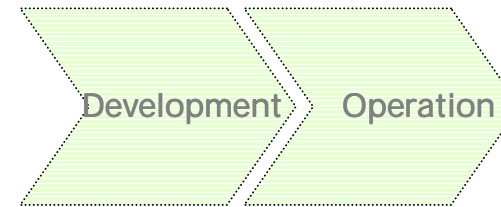


- Programming
- Program Testing
- Staging

Development Cycle: Design

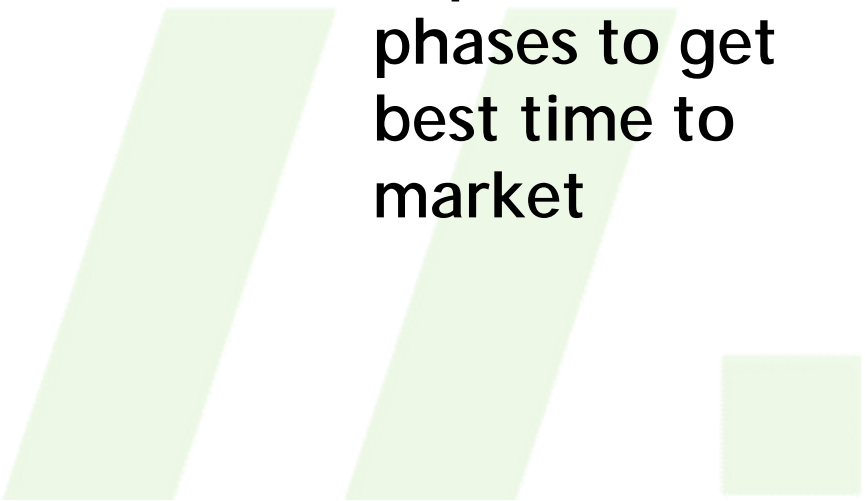


phase I

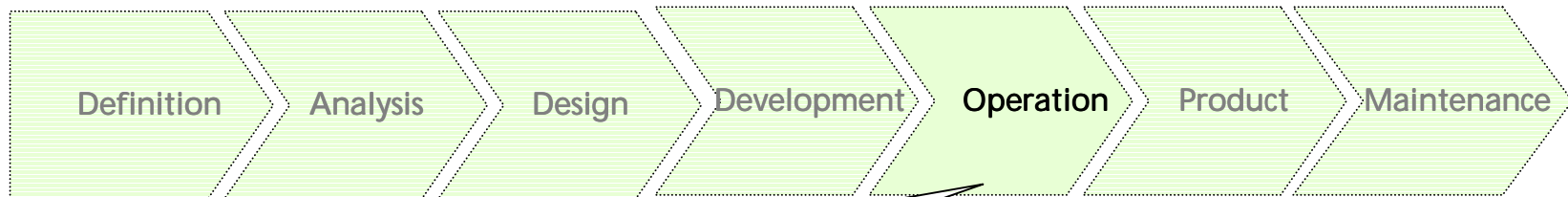


phase II

- The project is implemented in phases to get best time to market



Development Cycle: Operation



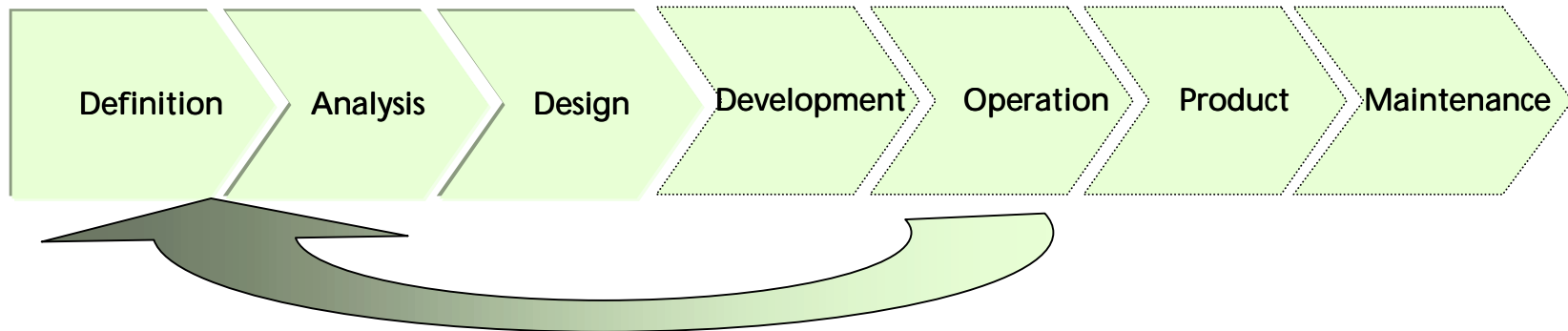
- Negotiations with buyers & sellers
- User management
- Product management
- Content & Community management

Development Cycle: Product



- User & Operation Manuals
- Code Cleanup
- ArsDigita supports the product consolidation process

Development Cycle: Learning Cycles



- Problems in the real-world operation can trigger re-study of previous phases
- The sooner the better

Development Cycle: Wemo

TextileCLUSTERS

Condicionen Defaults

Fecha

- Entrega: 30 días desde la confirmación final del pedido de la compra de pedidos
- Day/fecha de apertura: 09/04/2008 12:46
- Day/fecha de cierre: 11/04/2008 00:00

Condiciones de Pago

- Proveedor: 30118 FASE
- Pago: 120 días
- Tolerancia prima: 10% CM
- Forma de Pago: Transferencia/Bancaria
- Cuota del Portal: 0.03% % sobre el valor total de la compra

Desired Delivery Date

Apr 19 2008

Billing

Tejido S.L.

Shipping

Almacen 1 (Cabrera)

Almacen 2 (Mataró)

OK

Desired Delivery Date

Apr 19 2008

Billing

Tejido S.L.

Shipping

Almacen 1 (Cabrera)

Almacen 2 (Mataró)

OK

Desee Continuar ?

« Atrás NO - Cancelar SI - Continuar »

Please choose the delivery date in which you would like to receive your bids well as the appropriate shipping address

* If you wish to ship this order to different shipping address contact your cluster manager at clustermanager@barcelona.textileclusters.com

on specified in your Register Profile:

Mr. Luis Martinez

Shipping City: Cabrera

Shipping P.O.: 29876

Mrs. Andrea Antolin

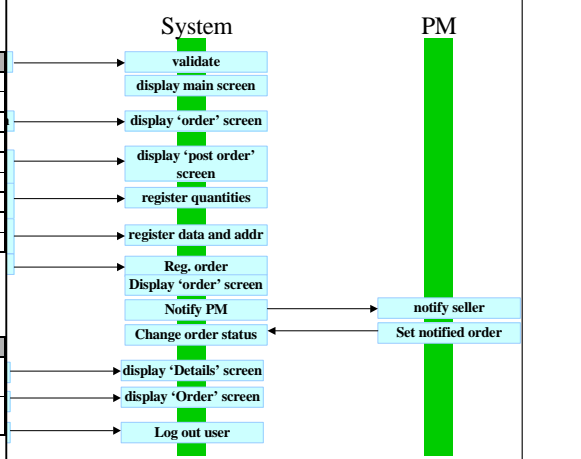
Shipping City: Mataró

Shipping P.O.: 08076

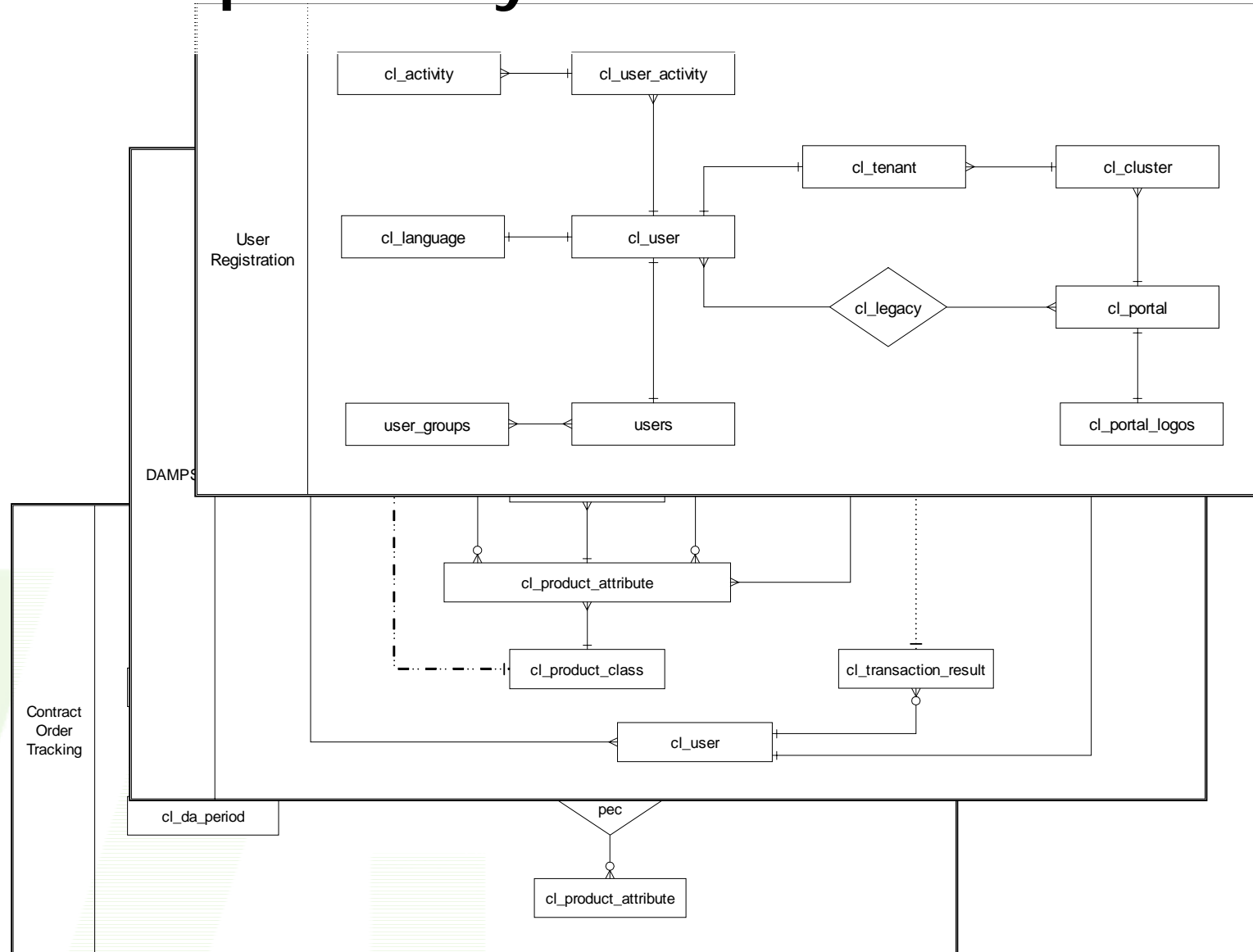
Back

our register profile, contact your cluster manager at

Development Cycle: Use Cases

<p>1 Short description <i>Short description of the business requirements.</i></p>	<p>checks</p>																														
<p>A trading User logs in the system and the option 'Orders' is offered. This option allows the user to consult the posted orders and to post new ones on the ongoing contract DAs. PM is notified on new orders to process them off-line.</p>	<p>dependencies in the business, formulae, validity and validation rules) Contract DAs where User is winner are displayed/selectable with status 'registered' or 'notified' of the user are shown</p>																														
<p>2 Actors Users, other systems, interfaces</p>	<p>t/prototype</p>																														
<p>Trading user</p>																															
<p>System</p>																															
<p>PM</p>																															
<p>3 Triggering event</p>																															
<p>Trading user wants to consult her posted orders and/or post new ones on ongoing contract DAs</p>	<p>ates)</p>																														
<p>4 Preconditions <i>Necessary conditions for this use case: State of the system before entering the basic course of actions</i></p>																															
<p>Trading user has to be registered in the system.</p>																															
<p>User has to appear as a winner of a Contract DA</p>	<p>diagrams]</p>																														
<p>(to be able to post orders) There are "alive" Contract DAs i.e. current date should be in some DA's living period</p>	<p>logical sequence of processing</p>																														
<p>(to be able to consult orders) There are posted orders that have not been removed</p>	<p>General workflow</p>																														
<p>5 Basic course of action <i>Description of the proceeding of the normal case without exceptions and special cases</i></p>																															
<table border="1"> <thead> <tr> <th>Step</th> <th>Actor</th> <th>Description</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>User</td> <td>Logs in the system</td> </tr> <tr> <td>2</td> <td>System</td> <td>Validates user and (on success) displays main screen</td> </tr> <tr> <td>3</td> <td>User</td> <td>Selects 'Orders' option</td> </tr> <tr> <td>4</td> <td>System</td> <td>Displays 'Order' screen containing the living DAs and posted orders</td> </tr> <tr> <td>5</td> <td>User</td> <td>Selects 'Post order' on a living DA or 'Details' on posted orders</td> </tr> <tr> <td>6</td> <td>System</td> <td>Displays corresponding screen</td> </tr> <tr> <td>7</td> <td>User</td> <td>Posts order or consults details and comes back</td> </tr> <tr> <td>8</td> <td>System</td> <td>Displays main screen</td> </tr> <tr> <td>9</td> <td>User</td> <td>Logs out</td> </tr> </tbody> </table>	Step	Actor	Description	1	User	Logs in the system	2	System	Validates user and (on success) displays main screen	3	User	Selects 'Orders' option	4	System	Displays 'Order' screen containing the living DAs and posted orders	5	User	Selects 'Post order' on a living DA or 'Details' on posted orders	6	System	Displays corresponding screen	7	User	Posts order or consults details and comes back	8	System	Displays main screen	9	User	Logs out	
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9	User	Logs out																													
<p>6 Special cases/variants/messages <i>Description of the proceeding in special cases, ...</i></p>																															
<p>Special Case:</p>																															
<table border="1"> <thead> <tr> <th>Case</th> <th>Name</th> <th>Description</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>User has no living DA</td> <td>No living DA will be displayed in the main screen, therefore it will not be possible to post an order.</td> </tr> <tr> <td>2</td> <td>User has no orders</td> <td>No orders will be displayed in the main screen, therefore it will not be possible to see details</td> </tr> </tbody> </table>	Case	Name	Description	1	User has no living DA	No living DA will be displayed in the main screen, therefore it will not be possible to post an order.	2	User has no orders	No orders will be displayed in the main screen, therefore it will not be possible to see details																						
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<p>7 Result <i>Result of the successfully performed basic course of action</i></p>																															
<p>Trading User has post orders on living DAs and/or consult existing order's status</p>	<p>diagrams, description of activities]</p>																														
<p>8 Post conditions (pos. result) <i>Further results which were not the objective of the basic course: State of the system after the basic course of actions</i></p>																															
<p>None</p>	<p>grams]</p>																														
<p>None</p>	<p>diagram of parts (objects) of this use case</p>																														

Development Cycle: Data Model



Development Cycle: Test Cases

2 Test case performing data

Information about the test case performing

Tester name	
Testing date	
Comments	

3 Actors

Users, other systems, interfaces

Trading user	
System	
PM	

4 Preconditions

Necessary actions to be taken to prepare the system for performing this test case.

Description	Done
Select a trading user registered in the system or check in a new one	
Select a product (or create a new one) with at least the following kind of attributes: <ul style="list-style-type: none"> An attribute that has specified the values (drop down) Two attributes without specific values 	
Open a Contract DA of the selected product with the following variants <ul style="list-style-type: none"> Has at least a fixed attribute Has at least a free attribute that must be defined during the bid posting Has at least a free attribute that can be left undefined during the bid posting 	
Specify a period that starts today and invite the selected user	
(to be able to post orders) There are "alive" Contract DAs i.e. current date should be in some DA's living period	
(to be able to consult orders) There are posted orders that have not been removed	
User post a bid for each DA	
PM marks bids of this user as winners and specify a different price for each one	

5 Test basic course of action

Testing steps for the proceeding of the normal case without exceptions and special cases (results: pass; error)

Step	Description	Result
1	Log in the system as the selected user	
2	Check main screen appears with 'Orders' button	
3	Press 'Orders' button	
4	Check 'Orders' screen appears containing living DAs	
5	Perform Test Case Order Tracking 1 Post Order v.1.0.rtf section 5 Test basic course of action	
6	Perform Test Case Order Tracking 1 Check Order Details v.1.0.rtf section 5 Test basic course of action	
7	Log out	

Description	Result
Log in the system as the selected user	
'Orders' button	
'Orders' screen contents about living DAs	
DA ids correspond to contract DAs user has won	
Product classes correspond to DAs	
Sellers correspond to DAs	
Periods correspond to DAs	
DA ids correspond to living DAs = current day is within all the periods	
All the living DAs where this user has won are present in this screen	
'Orders' screen contents about orders	
DA ids correspond to contract DAs user has won	
Order ids correspond to orders related to the DAs and user	
Product classes correspond to DAs	
Variant attributes and values correspond to order variant's	
Sellers correspond to DAs	
Delivery dates correspond to orders	
Quantities correspond to order variant's	
Status correspond to order variant's	

Usage

Language	en	es	it
Log in the system as the selected user			
'Orders' button appears in the correct language			
'Orders' button			
'Orders' screen title is in the correct language			
'Orders' screen living DAs title is in the correct language			
'Orders' screen living DAs table headers are in the correct language			
'Orders' screen living DAs buttons are in the correct language			
'Orders' screen Orders title is in the correct language			
'Orders' screen Orders table headers are in the correct language			
'Orders' screen Orders buttons are in the correct language			
Test Case Order Tracking 1 Post Order v.1.0.rtf section 2 Test basic course of action			
Test Case Order Tracking 1 Check Order Details v.1.0.rtf section 2 Test basic course of action			
Test language			
User language and return to step 1 until all the languages have been tested			

Special cases/variants/messages

Description	Result
Log DAs	Check an user without living DAs: 'Orders' screen should display no lines in living DAs table
Orders	Check an user without orders: 'Orders' screen should display no lines in the orders table

Development Cycle: Programming

```

dev.competitiveness.com - PuTTY
Buffers Files Tools Edit Search Mule Tcl-Mode Help
# Code for cl_post_da3.tcl

set user_id [ad_maybe_redirect_for_registration]

set_the_usual_form_variables
# product_class, seller_tenant, operation

if { catch {

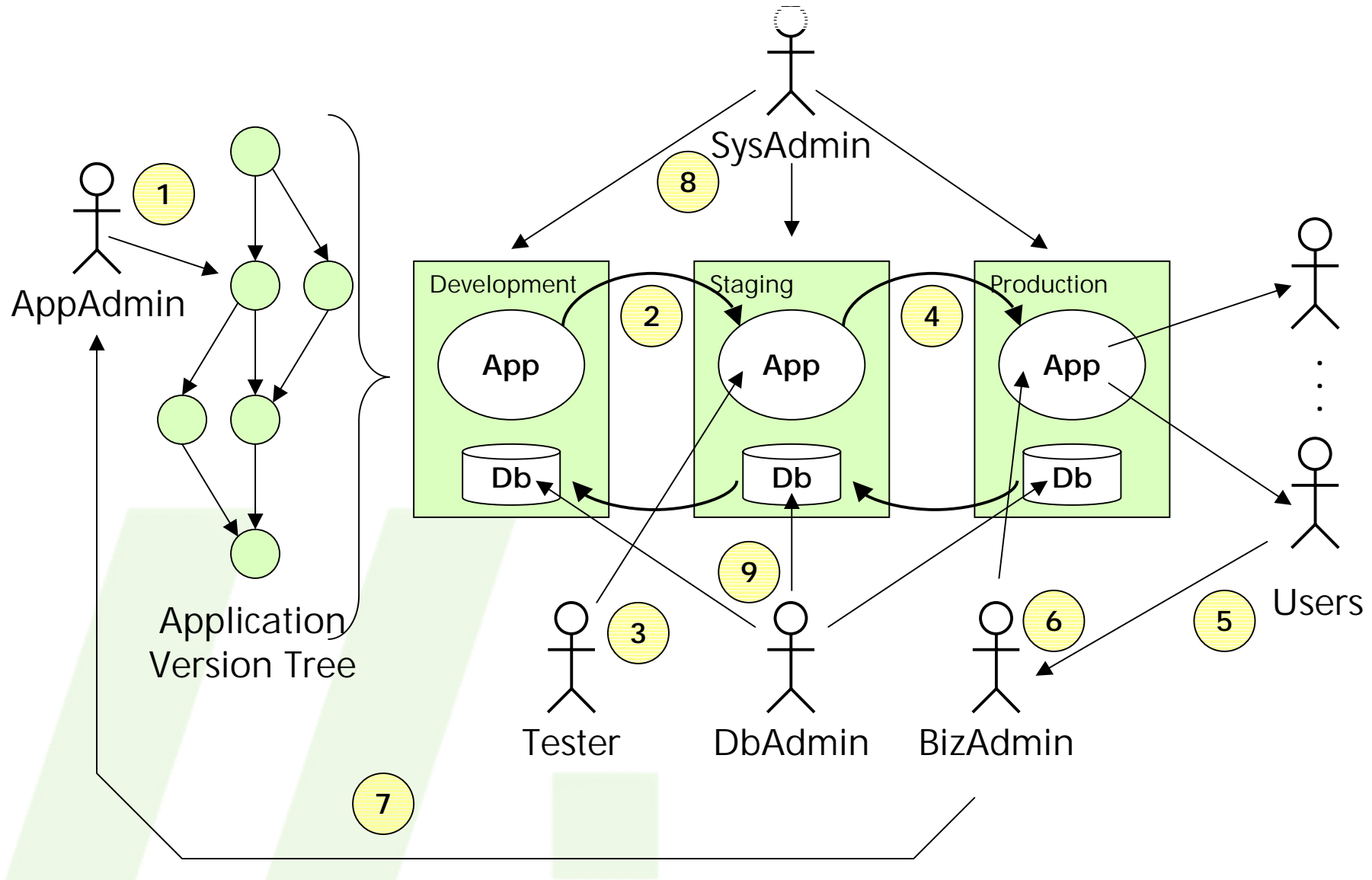
##### Get the HTML code for the user PB's in the left bar
set collapse_menu_header ""
set menu_list [cl_menu "post da"]
if { "collapse_menu" == [lindex $menu_list 0] } {
    set the_PBs [lindex $menu_list 1]
    set collapse_menu_header [lindex $menu_list 2]
} else {
    set the_PBs [lindex $menu_list 1]
}
db_lrow "select class_name, class_uom from cl_product_class where product_class_id=$product_class"
##### Gets the current cluster time in a list field
set start_time_full_list [cl_server2cluster_date]
set start_time_list [lindex $start_time_full_list 1]

##### Gets the portal of user #####
if {[db_0orlrow "select name as portal_name from \
    cl_portal where portal_id=(select portal from cl_cluster where cluster_manager_id=$user_id\
)"]=0} {
    set portal_name TCCG
}
set s_day [lindex $start_time_list 0]
set s_mon [lindex $start_time_list 1]
set s_year [lindex $start_time_list 2]
set s_hour [lindex $start_time_list 3]
set s_min [lindex $start_time_list 4]
set s_mon_s [lindex $start_time_list 5]

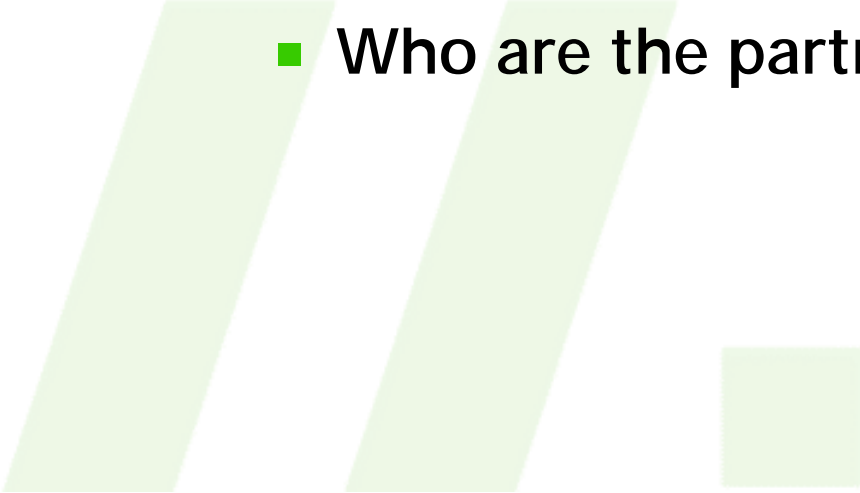
--l:--F1 post da mp3.tcl (TCL CVS-1.2)--Ll--Top-----
Loading tcl-mode...done

```


Development Cycle: Staging



Definition

- What are the needs?
 - Is it consistent with our strategy?
 - Is this a business?
 - How can we pack that?
 - Product
 - Price
 - Promote
 - Who are the partners?
- 
- Three decorative green shapes at the bottom of the slide: two slanted parallelograms and one square.

THE FIRST DAY



Definition

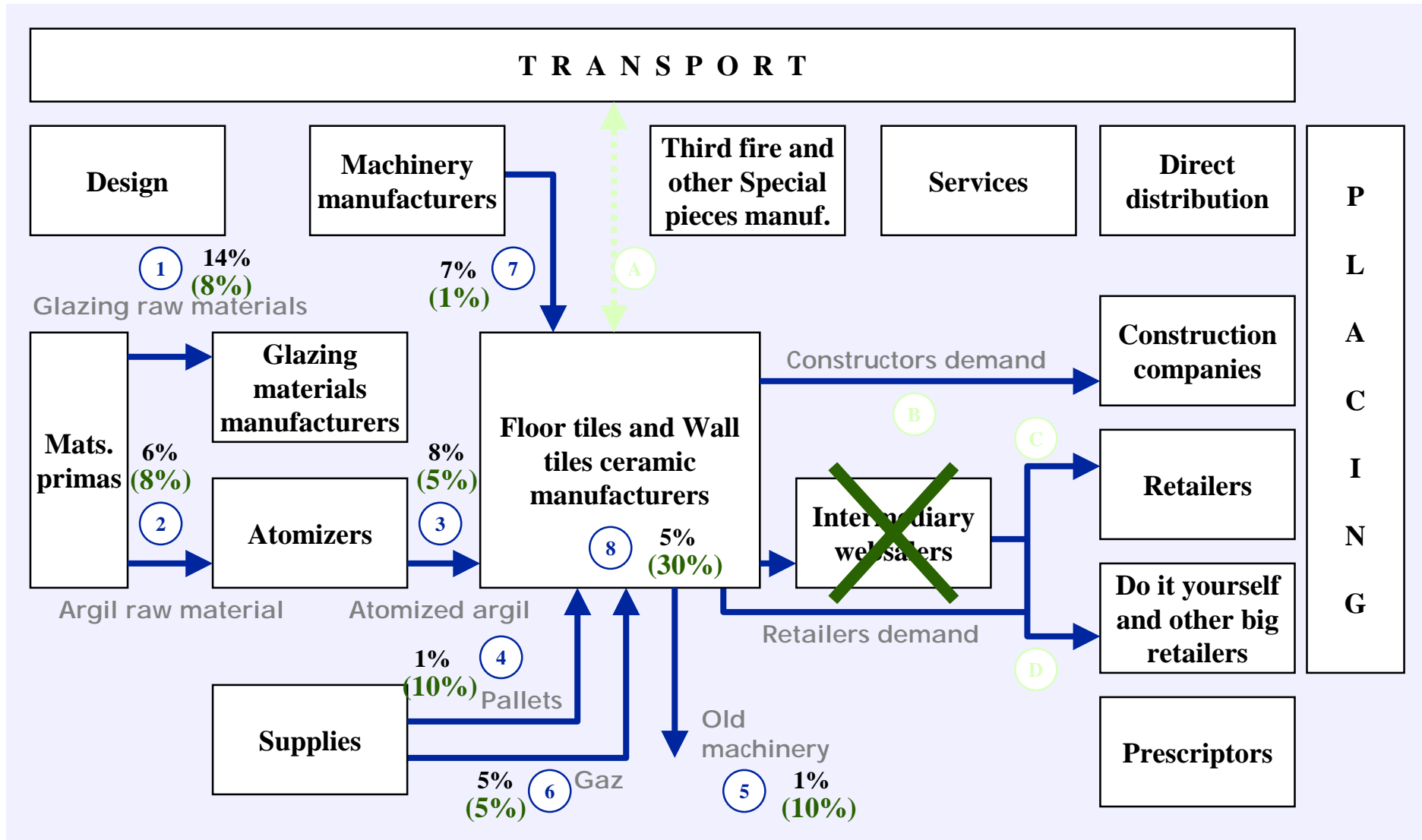


Definition

Inefficiencies



PRODUCT BASICS



* n% - percentages indicate value addition of each agent

* (n%) - percentages indicates possible savings calculated on total transaction volume

Time inefficiencies

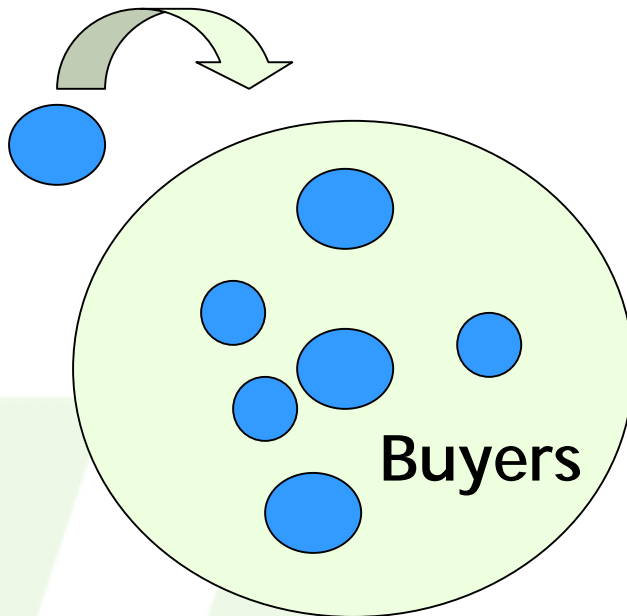
Cost inefficiencies

Definition

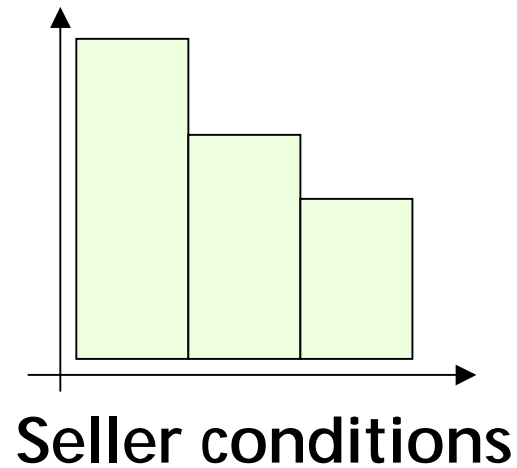


Definition

DEMAND AGGREGATION



Commission on saving



THE FOLLOWING DAYS



Definition

? Legal



General Manager



Customer

Partner opportunity



Product development

? Users acceptance



Customer service

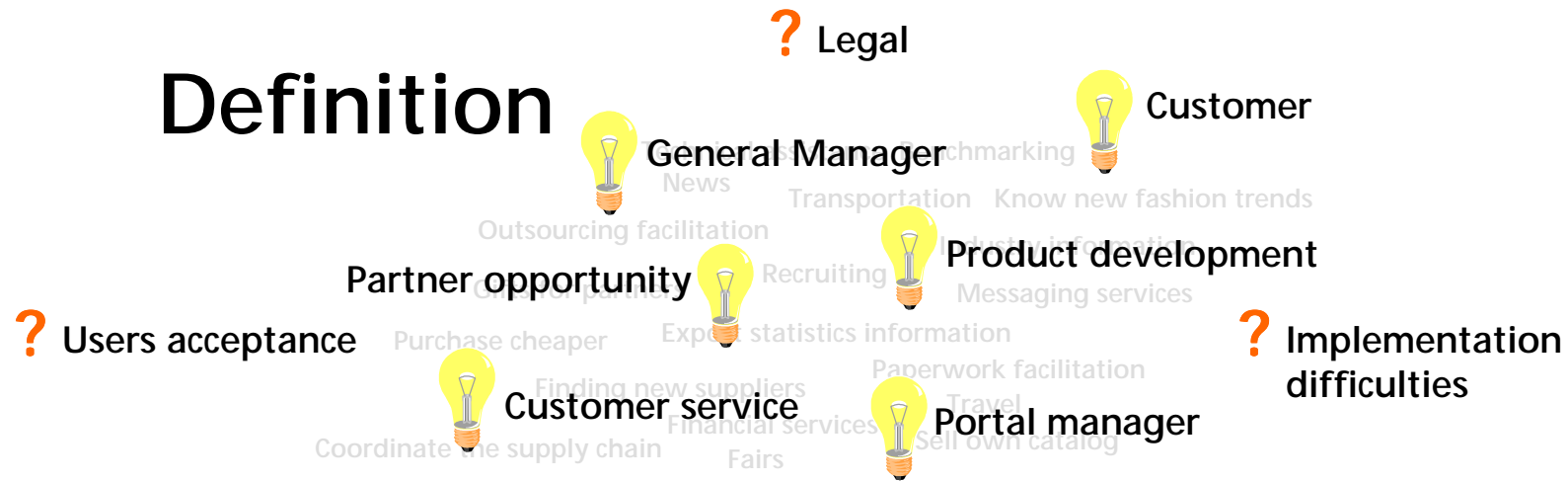


Portal manager

? Implementation difficulties



Definition



Idea Frenzy

Operational hurdles

Definition

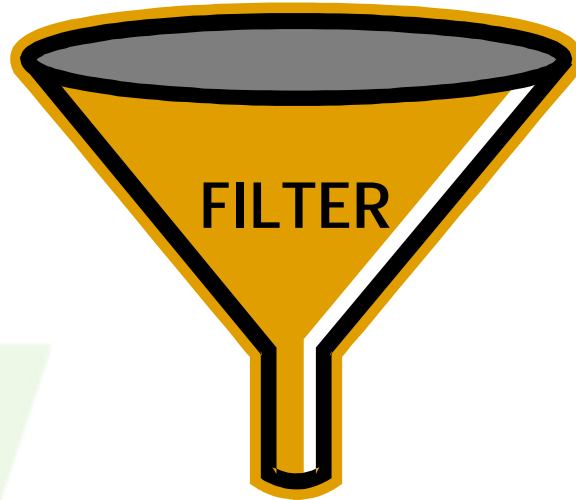
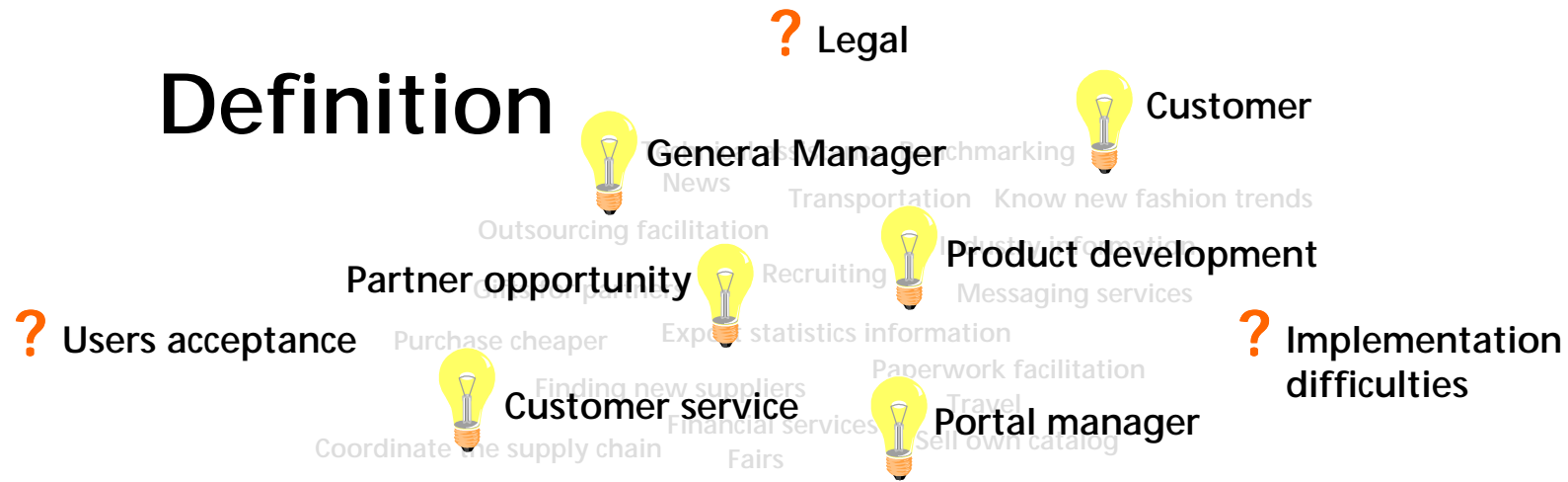


Idea Frenzy

Operational hurdles

+ Limited resources

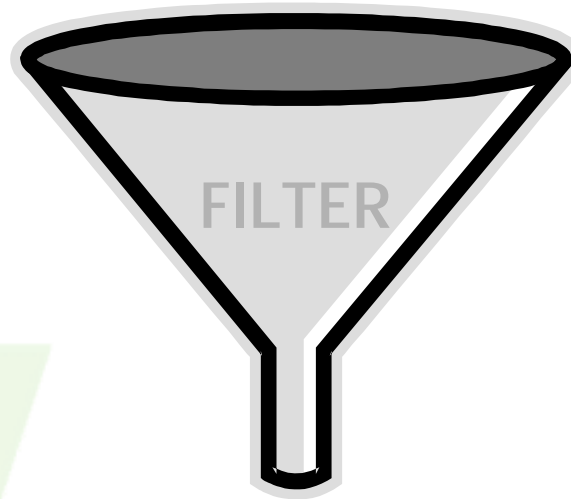
Definition



- URGENCY
- IMPORTANCE
- SUITABILITY
- COST
- LOGIC
- ...
- STRATEGY
- BUSINESS
- PRODUCT PACK



Definition



- URGENCY
- IMPORTANCE
- SUITABILITY
- COST
- LOGIC
- ...
- STRATEGY
- BUSINESS
- PRODUCT PACK

Development plan



Definition

Microsoft Excel - Tasklist Development 010529

File Edit View Insert Format Tools Data Window Help HotSend

D6 Marketplace Community Operating

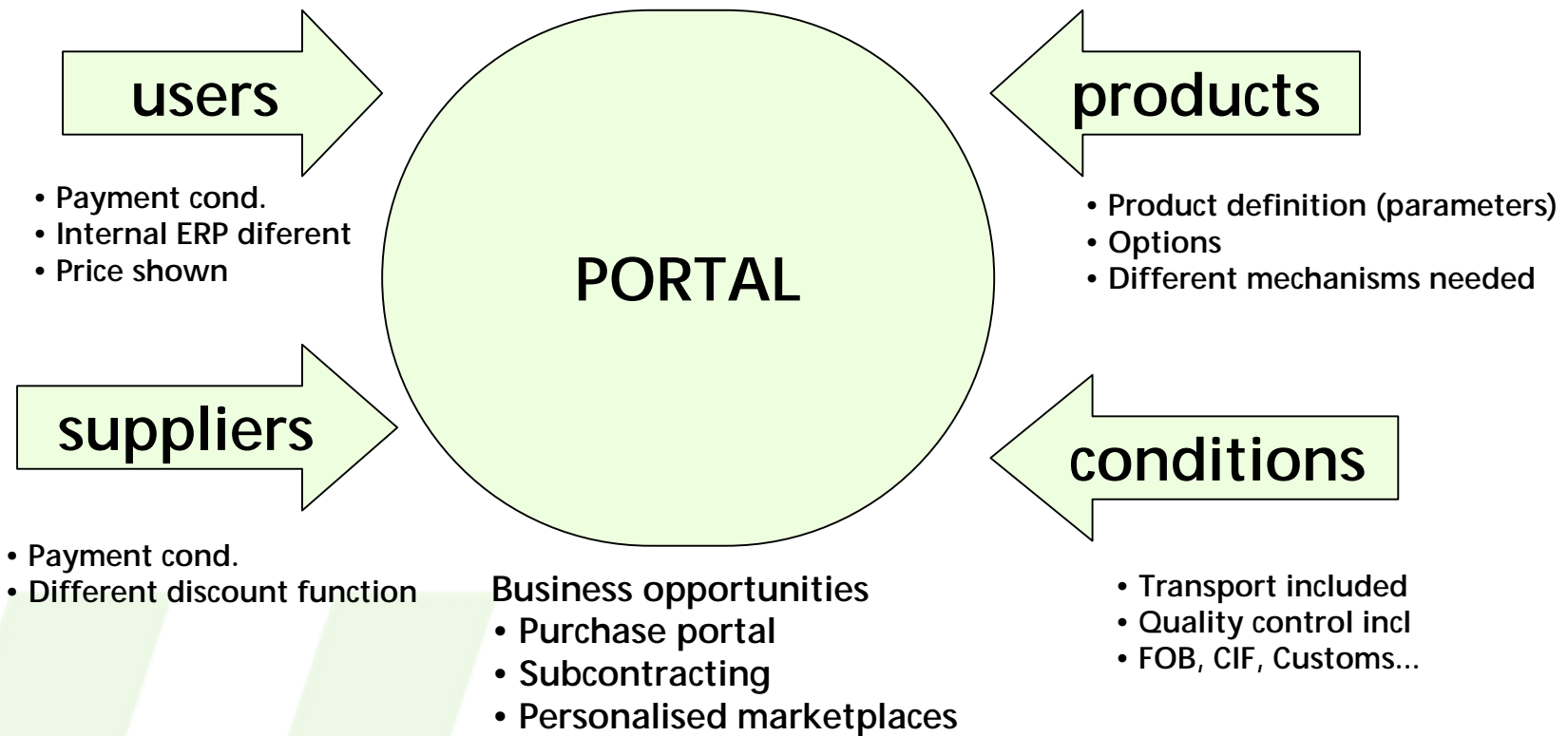
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	
				28.5. - 4.6.2001	Status	Analysis	Dev 1/2/3/4/5/6/7/8/9/10/11/12/13/14/15/16/17/18/19/20/21/22/23/24/25/26/27/28/29/30/31/32/33/34/35/36/37/38/39/40/41/42/43/44/45/46/47	Ready	Wills	Wolensburg	Edman	Bergmann	Trax	Janet	Ngoma	Ramaswara	Hopwell	Frederick	Reynolds	Due					
2																									
3				In Operation																					
4		Marketpl	-	Marketplace Operating	oper	-									15%	20%	70%	100%	-						
5		Content	-	NPS Content Operating	oper	-								2%					2%						
6		Content	-	Marketplace Community Operating	oper	-								2%					2%						
7		Int.Org.	-	CYS Operating	oper	-					15%								15%						
8		Int.Org.	-	Supervise La Salle	oper	-		10%											10%						
9																									
10				Staging																					
11	7	SstPortal	mpano	Shoeclusters: Community	stage	10						20%							20%				27-abr		
12	1	Marketpl		Disable Products	stage	1		10%							10%				20%						
13																									
14				In Development																					
15	3	Marketpl	mpapel	Fixed Clearing	dev	0	1																		
16	3	Security	ingomez	Protect Pastometro Access	dev	1		10%											10%				27-abr		
17	5	Marketpl		Continuz DA 1	dev	2	4							20%					20%						
18	7	Content	edoesburg	Static Yello	dev	0	2		20%					20%					40%						
19																									
20				In Analysis																					
21	1	ORM		Mail Bulletins for DA Invitations	anal	5	10		60%	20%				20%	10%	30%	30%		170%				18-may		
22	1	Beauty		Marketplace Redesign	anal	10	20			20%	20%			20%	60%	20%			140%						
23	3	Marketpl		Invitation List	anal	3	6								20%		30%		50%						
24	3	Pricefunc.		Clearing: New Algorithms	anal	5	0							20%		20%			40%						
25	3	Marketpl	mpapel	Edt DA	anal	1	5									20%			20%						
26	3	Marketpl	mpapel	Clearing Emails	anal	1	2								20%				20%						
27	5	Marketpl		Continuz DA 2	anal	10	10							20%					20%				20-may		
28	3	Marketpl		Product Classification/Filters	anal	5	10								20%				20%						
29	5	Pricefunc.	ingomez	Price function for Multibid	anal	1	1							20%					20%						
30	3	Marketpl	ingomez	Sending HTML Faxes	anal	2	0				20%								20%						
31	3	Marketpl	rmascano	Post Bids as User	anal	1	2								20%				20%						
32	5	Bosco		Order Tracking 2	ana	2	15									20%			20%						
33																									
34				Analyzed on Hold																					
35	5	Contract		Permissions 1 (Multi-Address)	dev	1	1		20%					20%	20%	10%			70%						
36	3	Marketpl		Product Description Static Pages	dev	2	1		30%										30%						
37	7	Marketpl	bergmann	Security Analysis: SQLs	dev	0	5				20%								20%				11-may		
38	5	Intranet	bergmann	Block H.L access if late with hours	stage	1					10%			20%					30%				27-abr		
39	3	Billing	cbetru	Billing 2 (La Salle)	anal	2	1		20%	10%		10%				20%			60%				14-may		
40																									
41				In Queue																					
42	5	Adm	ingomez	Property List (like Java)	dev	0	1												0%						
43	3	Adm	bergmann	Automatic Test Cases	dev	0	3				10%								10%						
44	3	Adm	ingomez	Translation "update" option	dev	0	0,2												0%						
45	5	Adm	bergmann	Software Modularization	def	3	50												0%						
46	5	Adm	bergmann	Workflow Spike	dev	0	5												0%						
47	7	Adm		Document DB & Modules	dev														0%						

Task List Done Tasks Project Codes

Ready NUM

Inicio MSN Messenger Service Microsoft PowerPoint - Bo... Inbox - Microsoft Outlook Tasklist Development 20.5 Microsoft Excel - Tas... 18.03

Portal requirements



Any of these combinations is possible

So....

- **Flexibility**

Too many possibilities

Each new product is a new development

- **Quick response**

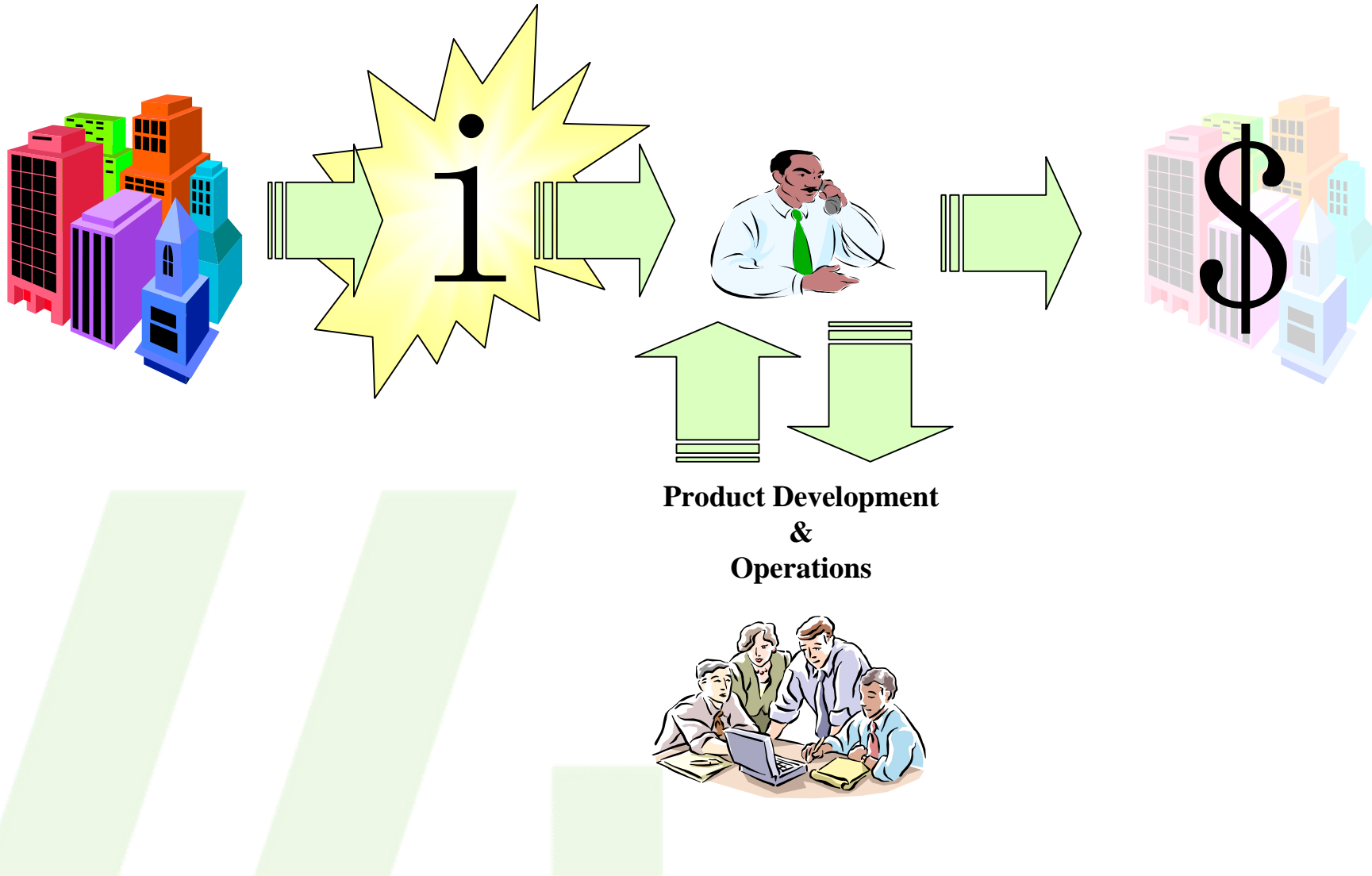
Business model changing

Product range in continuous growth



Operations I

Communication



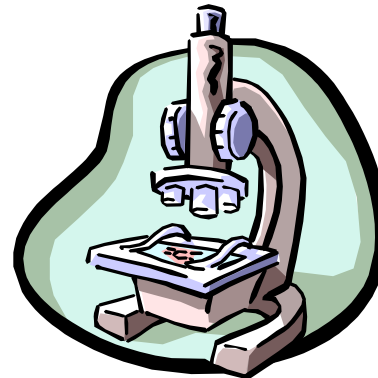
Operations II

Communication :

- Day-to-day
 - Open, Close & Clear Transactions
 - Follow up Transactions
 - Do changes on-going



- New Product Analysis
 - Set products in the system



ENLACE: CLUSTER; 006172259; 28 MAY-01 13:53; PAGINA 1/1
 AH: MARC PARELL DE PASCUAL PAJARRO

SCISS

100 x 9 S → 616 ± 625 ± 630

7 Super 7 Hojas 100 x 7 x 14
 7 Juleon 3 x 100 x 7 x 14
 Bostons 3 de 98 x 90 x 3 S

LEONI

120 x 80 TACS

7 SUPERIOR 7 TABLAS DE 120 x 8 x 1 S
 " 2 " DE 80 x 14 x 1 6
 " 1 " DE 80 x 8 x 1 6

7 SUPERIOR 3 TABLAS DE 120 x 10 x 1 6
 " 6 TOLAS CENTRALES 10 x 8 x 1 4
 " 3 " CENTRALES 10 x 8 x 1 0

PRECIO POLET 960 ± 975 ± 982

© ES UN PAQUETE Bastante complicado por la distribución que hace muchos unidades distintas - Super -
 Omit:

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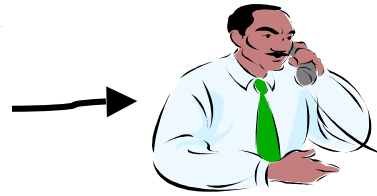
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© ES UN PAQUETE Bastante complicado por la distribución que hace muchos unidades distintas - Super -
 Omit:



Similar Products



AH: MARC PAPILL
DE: PASCUAL NAVARRO

SCCLASS

100x95 → 616 > 625 ± → 630

P Superior 7 Hojas 100x7x14
P Inferior 3 " 100x7x14
Borneras 3 de 95x90x35

LEONI

120x80 TACOS

P SUPERIOR 7 TABLAS DE 120x8x1'5
" 2 " DE 80x14x1'6
" 1 " DE 80x8x1'6
P INFERIOR 3 TABLAS DE 120x10x1'6
" 6 TACOS LATERALES 10x8x14
" 3 " CENTRALES 10x8x10

PALLET
NUEVO

Tacos

PRECIO PALLET 960 > 975 ± → 982

⊙ ES UN PAQUETE bastante complicado por la distribución
que hace muchas medidas distintas - **50075** -
Cuentas:

→ Europallet

→ Product
Definition

→ Price

→ Good Luck

