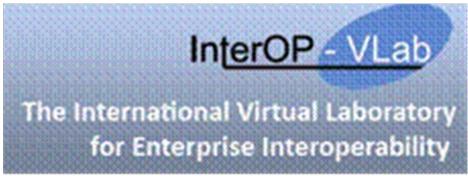


16th International Conference on Concurrent Enterprising Leiden – The Netherlands, 22-24 June 2009





Business Cases for Enterprise Interoperability Workshop Discussion

Noordwijk, June 23rd 2009 Sergio Gusmeroli TXT e-solutions, sergio.gusmeroli@txt.it





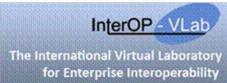
EIBC Workshop: Sins

QUESTIONNAIRE

(0 fully disagree; 1 disagree; 2 no opinion; 3 agree; 4 fully agree)

| EIBC Capital Sin #1: Unclear Value Proposition | | Score |
|--|--|-------|
| 1. El projects long lasting, expensive, multi-disciplinary | | |
| 2. | Huge investments are required for Enterprises (SMEs) | |
| 3. | Business benefits in medium-long, not short term (ROI) | |
| 4. | Benefits are intangible & often not-measurable | |
| | | |





EIBC Workshop: Sins

QUESTIONNAIRE

(0 fully disagree; 1 disagree; 2 no opinion; 3 agree; 4 fully agree)

| EIBC Cap | oital Sin #2: Complex, Specific Solutions | |
|-------------|---|--|
| 5. | Steep technology Entry Barriers for not-IT experts | |
| 6. | Model-Driven & Semantic Interoperability immature | |
| 7. | Interoperability Consultancy often specific, one-shot | |
| 8. | Limited Re-use of past experience and knowledge | |
| | | |
| TOTAL SCORE | | |