



Business Cases for Enterprise Interoperability Workshop Discussion

Noordwijk, June 23rd 2009

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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. EI 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	

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EIBC Capital 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	