



DGI UPDATE October 2006

A newsletter from Drummond Group Inc. <<http://www.drummondgroup.com/>>

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Rik's Blog—Web services

Since this newsletter's readership is more than likely involved in either the use or development of AS2 software, Web services is probably not a popular topic. Someone on our staff this week referred to AS2 as "a simple yet elegant design" which has grown to incorporate features based on industry needs such as compression, multiple attachments and certificate exchange messaging with the topic of reliability already being discussed in its future. After all of this work to make AS2 meet the secure messaging needs of industry built on open standards, why discuss Web services? AS2 works! We don't need another protocol.

Here is the challenge: Web services is here and growing. A recent study by the Society for Information Management cited in a related blog, "Survey: Web services replaces security as top IT priority," (see: <http://blogs.zdnet.com/service-oriented/?p=709>) found that there are more dollars flowing toward Web services than security, business intelligence, business process management or customer portals. An interesting note is that last year it was not on the list! Why the change? It could be that companies are recognizing the significant cost benefits of aligning the vast number of internal disparate systems through Web services technology. Also, IT manpower used for Web services could better align with companies' overall business strategies rather than the support silos these disparate systems have created.



So, what does Web services do? One of the promises of Web services is that it provides a flexible and extensible platform for messaging and other types of conversations between distributed and disparate systems. AS2, a messaging standard, sprung from the desire to move EDI document routing from expensive private VANs to the freely available Internet. But, Web services is designed from the ground up to support application-level conversations between entities distributed over a network. This makes Web services ideally suited to handle the more complex style of "query-and-response" messaging, as well as the more traditional style of "document-push" messaging and it can handle EDI, XML or any type of message like AS2. Web services standards also supports integration with an entity's identity management (SAML) and "circle-of-trust" infrastructure to provide secure access control to these exposed services.

So, if Web services is being adopted internally within the companies' walls, will the secure messaging piece of Web services work between companies like AS2? My best guess is not yet. With our experience in working in secure messaging and other inter-company applications, we view the same challenges with Web services as in generic B2B: namely security toolkits and certificate exchange, compression, new products and versions changing as the standards evolve.. Another twist to Web services is the number of open source products developed mainly because of their initial use and development by the B2C world. B2B implementation to support inter-company processes are much more touchy and complex than B2C. The same problems apply to open source as applies to commercial. Free licensing does not mean they will necessarily work to support B2B industry needs. And that is because every business is not going to agree to use the same open source product, which means interoperability issues.

But what about the business model for exchanging B2B messages in Web services? Will the same interoperable products' business model of AS2 work in B2B Web services? There is a tremendous amount of data to exchange that has sensitive information. We might hear rumblings of software service providers who build portals or VANS to exchange the data instead of allowing individual software products to serve the markets. The challenge with portal services model, besides the expense, is always how to divide the market? Who gets in which service? Can everyone really talk with everyone?

Experience has shown time and again that only interoperability certification can provide the open marketplace with solution providers that can be entrusted with the mission critical sensitive and private data representing millions of business dollars. DGI's interoperability test for Web services begins later this year. If you would like to participate or have input, please drop me a line at Rik@drummondgroup.com. We welcome your thoughts.

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Recently Published Articles

DGI case study published on <http://www.line56.com> website, Aug. 28, 2006:
B2B Interoperability Issues—More than Meets the Eye

See case study < <http://www.line56.com/articles/default.asp?ArticleID=7871> >

This case study is an overview on interoperability issues revolving around certificates and security toolkits, which are at the core of secure transport technologies. A free research report on the same topic can be found below.

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Test Schedule

AS2 ITQ Self Paced NEW – this test is scheduled from July 11 – Nov. 11, 2006 and is in preparation for the AS2-1Q07 test.
Register NOW

AS2 ITQ Self Paced CONTINUE - this test is for products already InSitu enabled and runs from Nov 6 - Dec 15, 2006 to prepare for the AS2-1Q07 test round.
Register by Oct. 16

AS2 Interop—This test is scheduled from Sept. 11 to Oct. 31. Only products which completed AS2-1Q06 or AS2 ITQ New or AS2 ITQ Continue are eligible.

AS2 ITQ Self Paced CONTINUE - this test is for products not yet InSitu-enabled and runs from Oct. 2 through Nov 11, 2006, to prepare for the AS2-1Q07 test round.

ebMS ITQ—(for products new to ebMS testing) This test is scheduled from Sept. 4 to Oct. 14.

ebMS Interop—(for products passing ebMS ITQ or which have passed previous ebMS Interop tests) This test is scheduled from Oct. 23 to Dec. 15.

To sign up for DGI test rounds, please visit:
<http://www.drummondgroup.com/html-v2/register-generic.html>

DGI's 2006 Test Calendar
View the 2006 Test Calendar online at:
<http://www.drummondgroup.com/html-v2/test-calendar.html#2005>

For additional information about interoperability test rounds in 2006, please contact:
Yoko Nakagawa, Email: yoko@drummondgroup.com
Telephone: (512) 826-2938

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Test Programs supported by DGI



Drummond Certified. This includes test and auditing information regarding the CSOS standard. Current CSOS information and test results are listed at:

< <http://www.drummondgroup.com/html-v2/csos-cert.html> >

Global Data Synchronization Network. Current information and interoperability test results are listed at:

< <http://www.gs1.org/> >

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Customer Endorsements: Here's What They're Saying

U.S. and international companies provide unique insight into their testing and certification experience with DGI. Read what companies are saying about DGI at:

< <http://www.drummondgroup.com/html-v2/endorsements.html> >

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For information about CSOS Audits conducted by DGI and CSOS FAQs, please see:

< <http://www.drummondgroup.com/html-v2/csos-faq.html> >

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Press Releases

Limitations Abound in Web services B2B Integration; Drummond Group's Interoperability Certification Tackles Business Process Integration

FORT WORTH, TX--Aug. 1, 2006--Drummond Group Inc. (DGI) today announced a new Web services (WS) B2B interoperability certification test program designed to expand the choice of interoperable products while lowering users' implementation costs and enabling commerce between industries. DGI, a global leader in B2B software testing and certification, will launch vendor-neutral certification testing this fall on WS standards that contain the critical features of secure messaging.

See entire release:

< <http://www.drummondgroup.com/html-v2/press.html> >

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DGI Research Report Services



1) Get your copy of our latest **NEW & FREE REPORT!** "A DGI Interoperability Perspective: Certificates and Security Toolkits in Secure Transports—Their Uses and Issues," by Aaron Gomez, DGI Principal-Development.

In this report, DGI focuses its attention on interoperability issues revolving around certificates and security toolkits, which are at the core of secure transport technologies. Increasing the interoperability of these core technologies can deliver a positive impact on supply chains.

To receive a free copy (in PDF format) of this latest research report, please send your request along with your name and email address information to: Joy Poole, joy@drummondgroup.com

2) "AS2, ebXML or SOAP: Which Messaging Standard to Select for Your Supply Chain and Why" – now only \$199 USD -

<<http://www.drummondgroup.com/html-v2/research/soap.html>>

DGI research continues as it highlights three Internet messaging standards: AS2, ebXML and SOAP. It offers in-depth comparisons on which standards to implement based on technology and business criteria, and illustrates how they can accommodate the majority of today's business messaging needs.

3) "Making Sense of AS2: An Implementation Guide" - \$95 USD

<<http://www.drummondgroup.com/html-v2/research/as2-guide.html>>

In a balanced, vendor-neutral manner, "Making Sense of AS2" provides an introductory overview and covers the basics of AS2 implementation. Guidance includes how to resolve common technical issues faced by network administrators while implementing this technology to securely and reliably transport data over the Internet.

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Drummond Group Inc. (DGI), a global leader in B2B software testing and certification, works with software vendors, industry associations, supply chains and the standards community by conducting interoperability and conformance testing, publishing related strategic research and developing vertical industry strategies. Founded in 1999, DGI has tested hundreds of international software products used in vertical industries such as automotive, consumer product goods, financial services, government, petroleum, pharmaceutical and retail. For more information, please visit www.drummondgroup.com or email: info@drummondgroup.com.

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