



Your Guide to Interoperability & Conformance Test Services

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DGI Commentary—Lessons Learned from the History of B2B Interoperable Communication

Over the past 50 years, technology has made it possible for organizations to interconnect their internal business processes with each other. We see this trend today with the outsourcing of services such as travel or human resources.

However, it was not always this way. The history of business-to-business (B2B) communication offers some important lessons which can be applied as we move into the future. A new whitepaper, "Lessons Learned from the History of Interoperable B2B Communication," has now been released by Drummond Group. It focuses on the development and evolution of the secure messaging standard, EDIINT or AS2 as a case study for lessons learned in the adoption of interoperable B2B technology.

Here's an excerpt from DGI's newest whitepaper:

Lesson Three: The ROI must be there in order to achieve the goal.

There have been thousands, if not millions, of hours invested in EDI development and deployment during the last 40 years in all of the G8 nations, as well as in global industries such as automotive, retail, grocery, transportation, shipping, rail and air. The savings from these implementations are often not well-documented because the information is often considered confidential. However, one can see from the number of deployments that many business leaders have been supportive of the investment in interoperable IT systems because of the significant return on investment (ROI).

ROI is the driver for adoption of standards, adoption of new business models, and software sales. It is the catalyst that builds companies and adds revenue to the bottom line.

For a free copy of the "Lessons Learned" whitepaper, please see:
<http://www.drummondgroup.com/html-v2/research/lessons.html>