

FOSTERS GROUP WINE ESTATES EMEA. BUSINESS TO BUSINESS OPEN STANDARDS AND EDI WITH SOA.

Fosters Group Wine Estates EMEA (FGL WE) embarked on a project known as 'BIGWIN', which was to merge the operations and systems of two pre-existing groups owned by FGL, namely Southcorp and Beringer Blass. The business processes in scope for this corporate integration project included Order to Cash, Purchase to Pay and Record to Report. The BIGWIN solution was to be built around the JDEdwards Enterprise Resource Planning solution and webMethods Integration platform, both of which were the strategic applications for these solution domains. As part of its planning and mobilisation activities for the BIGWIN project, FGL WE engaged the EMEA divisions of webMethods (now Software AG) and Glue Reply as specialists in enterprise and business-to-business integration. The remit was to firstly undertake a planning and mobilisation activity including the development of a scope and plan for implementation of those parts of the BIGWIN solution utilising webMethods. To subsequently deliver this implementation to meet the planned go-live.

KEY REQUIREMENTS



- Planning and Mobilisation
- Scope and Implementation plan
- Project Implementation
- Design and Design Assurance

THE ENGAGEMENT

Glue Reply worked closely with FGL WE from the outset of the engagement by facilitating an open relationship to the review of the business requirements. This collaborative approach continued as the various phases were developed.

These included:

- The proposed outline solution
- Evaluation and recommendation around solution options
- Associated business case
- The recommended approach to the delivery of the selected solution
- The management and execution of the delivery itself

The solution was designed from the outset to capitalise on the existing investment in webMethods made by Fosters and to ensure the solution could be readily extended to encompass more customers and trading partners. To meet these objectives, the solution was designed and built incorporating the key principles of Service Orientated Architecture (SOA), including:

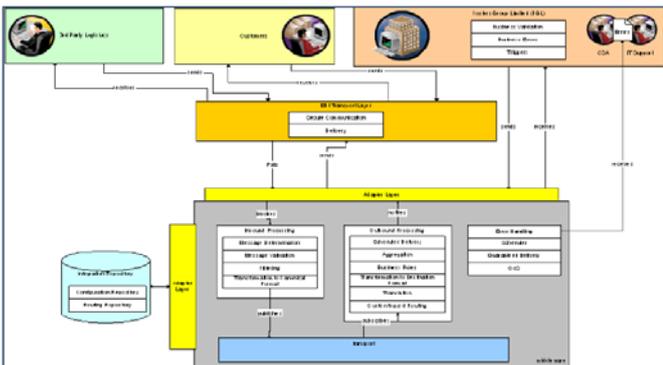
- Loosely coupled services
- A publish/subscribe pattern for publication of messages
- Messages being published in open standards format (OAGIS)

With its experience in designing and delivering these solutions, not only were FGL WE ensured of a best practice solution but also benefited from an accelerated delivery as the project utilised Glue Reply accelerators including:

- Architecture reference models
- Documentation templates including design documents, mapping specification sheets, test plans and deployment checklists

As part of its delivery model, Glue Reply also ensured appropriate Quality Assurance of its activities both by webMethods EMEA and by the Fosters Integration Design Authority based in Melbourne to ensure FGL WE had both internal and external assurance to the activities and solutions delivered by Glue Reply.

BUSINESS-TO-BUSINESS CONNECTIVITY



A key component of any Business-to- Business solution is connectivity. As part of moving these existing customers off the two previous businesses (Southcorp and Beringer Blass) onto a single EDI platform for the FGL WE business, an alternative EDI platform was required. The new requirements were delivered by migrating to GXS InterChange Services (ICS) VAN. This not only supported AS2 connectivity but provided more visibility of the business- to-business message delivery.

With its extensive experience in business to business integration, Glue Reply embraced GXS into the project and solution model, both from an operational engagement and technical perspective, ensuring that the client had a clear view of the GXS solution options available, the impact and the recommended path forward. The migration to the new VAN was transparent and seamless to FGL WE and their customers. Continued production service was assured at all times during the migration.

The other variant to the Business to Business solution is connectivity directly to the business partner bypassing VAN operators. This was achieved using AS2 over the internet. Two versions of Business-to-Business solutions were employed: EDI documents (Tradacomms and EDIFACT) with FGL WE customers and XML documents with FGL WE third-party logistics provider.

Both webMethods and the associated business to business connectivity (via GXS ICS or AS2 over the internet) required for this project were new skills areas for both the business and IT groups in EMEA. Glue Reply assisted FGL WE in these new skills by documenting support details / contacts, creating support and new customer take-on documentation, and training key staff in the new processes and technology.

CUSTOMER BENEFITS

The following benefits were achieved:

- Collaborative approach to engagement ensured knowledge transfer
- Provision of an enabling platform for future strategic business projects within FGL WE
- Integration solution contributed to FGL WE achieving its original business objectives
- Glue Reply delivered a total solution package of consultancy and a transparent partnership, through an innovative approach to delivery in order to meet the customers requirement for a business to business solution embracing EDI and open standards



Glue Reply is UK's leading consulting services organisation focused exclusively on optimising IT/Business alignment and minimising the cost of business and IT technology change. Our core proposition is to help organisations maximise the value from their change and technology investments by helping them define, design, implement and resource best practice:

- Enterprise architecture and business/technology change management processes, roadmaps and competencies;
- Business design and process management initiatives;
- SOA, integration and data management platforms.