



The Distributive ebXML Grid

By David Lyon
GTD Technologies Pty Limited
Sydney, Australia

Ok, we have the Web, why do we need an ebXML Grid ?

- Good question – there are many reasons!
- The answers explained in more detail are:
 - The Web is often too slow for business
 - Web Servers are generally limited by the speed of users clicking from within their Browser.
 - There is excess capacity on the Internet
 - Not enough business transactions go across the Internet
 - The Grid has a better business model
- The Grid promises an easier way to do business transactions.

The Internet is often too slow for business

- Whilst the raw bandwidth of the Internet is high, the tools that we have to get data out onto the net are mostly too slow
- Movement on the web is limited by how fast users can press keys.
- This means that Business data is traveling only very slowly between Suppliers and Customers, Buyers and Sellers.
- Most companies have to manually build websites or EDI systems and is slow and expensive.
- Most Small and Medium sized companies want faster and more sophisticated software to match their networking hardware (which is increasingly based on broadband).
- Increasingly, they are looking to International Standards Efforts like ebXML

There is excess capacity on the Internet

- The speed of the Internet is increasing rapidly
- A 128Mb/second link can cost as little as \$25 per month.
- We expect every SME in the Western world to probably have a 512Mb/sec link by 2010
- The Grid paradigm provides a way for these companies to exploit this technology and interoperate with business transactions.

Not enough business transactions go across the Internet

- Generally speaking, business is attracted to using the Internet for business.
- The promise of the Internet is faster transactions done at lower cost.
- A major problem is that most Accounting systems are paper bound. The ebXML Grid offers a way to solve the problem.

The Grid has better business model

- The Distributive ebXML Grid is a coop with a better business model than the current web:
 - The business model of the web is basically that software developers will build a website for a price. Transactions are low in cost but startup is quite expensive. In practice, few systems can interoperate and there is no financial incentive for interoperability to occur.
 - The business model of the Distributive ebXML Grid is transaction/subscription based with a percentage paid back to Integrators. The effective cost is lower for all concerned.

So what is the “Distributive ebXML Grid” ?

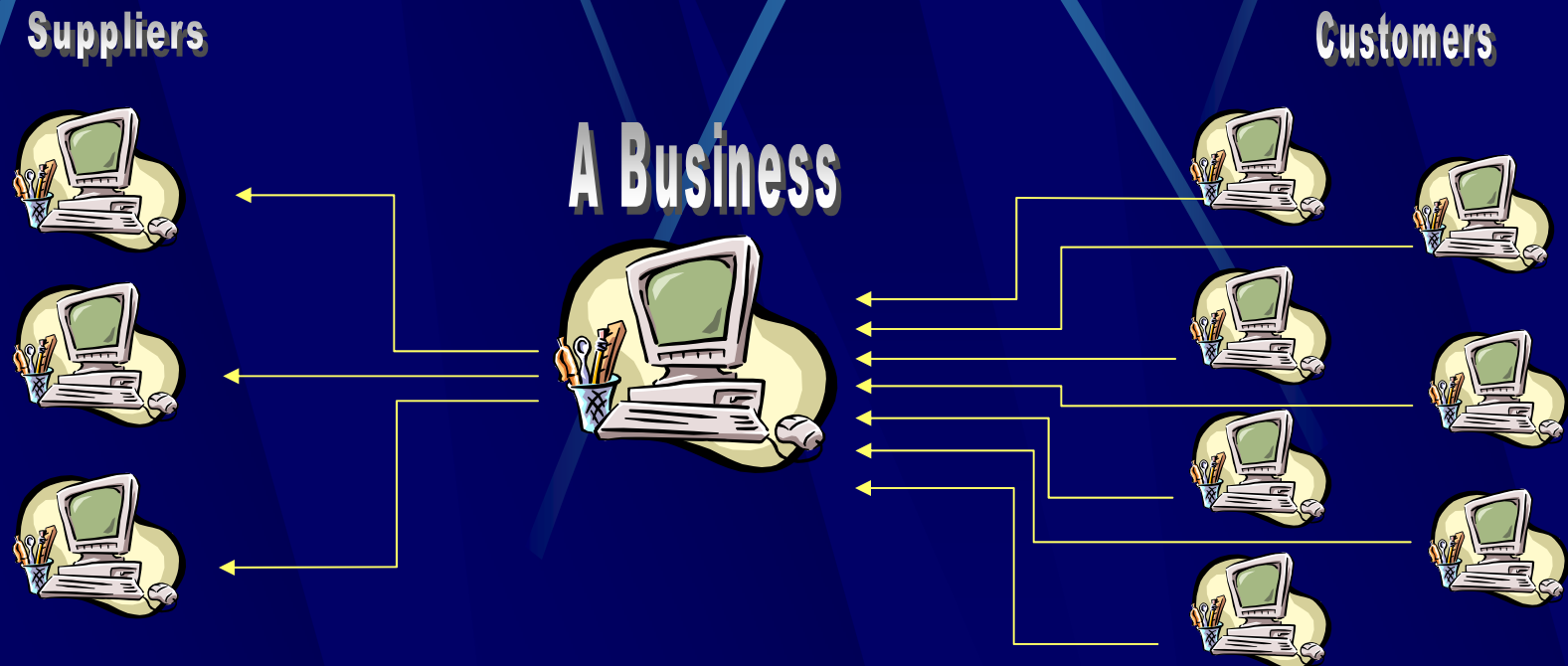
- It's a “circuit” or Grid of business computers networked using the Internet
 - The Grid works on permanently open TCP/IP connections
 - It can use transactions based on the international UBL standard from ebXML as well as EDI.
 - It has a sustainable business model.
- Transactions get “dropped” on the grid and find their way to trading partners systems
- The Grid uses 256 bit security and X.509 Certs
- It really pushes TCP/IP networking to it's limits !

How is it different from using a Web Browser?

- Businesses can automatically “detect” other businesses on the grid. For example, new suppliers of a particular type of product or service become instantly known to everybody else (if they choose) across a particular geographic area.
- Buyers open a connection to all their “Suppliers” (with a single click) and keep the connection open.
- Usage rates will be potentially higher than with Browsers as all “Customers” auto-connect to their “Suppliers”.
- Servers on the Grid interoperate with other servers on the Grid to reliably transfer information as peers.
- Interoperability is standardised through the use of UBL and EDI

The Grid organizes these computers into a “circuit”

- With each business auto-opening a circuit to all it's current Suppliers, a grid is formed.



Transactions can be UBL, EDI or Industry Specific

- The Grid can handle transactions in a range of different formats.
- The preferred format is UBL or “Universal Business Language”
- UN/CEFACT maintains the definitions for the UBL format.

Distributive ebXML has a sustainable business model.

- Even though CB Radio is free why do more people use mobile phones ? - Transaction charges ensure a better and more sustainable service for the customer in the longer term.
- The Distributive ebXML Grid offers standardised transactions at half the cost of a fax and a quarter of the cost of print or post.
- Resellers (software companies etc) receive 25% of charges as an ongoing commission.
- The Grid will operate across many countries.

Summary

- Thanks for coming
- Business is always looking for better tools
- The “Distributive ebXML Grid” is an exciting way forward for Internet Trading technology.
- Support the Distributive ebXML Grid Coop in whatever way you can.