The Compelling Value of OAGi Membership

David Connelly
CEO, Open Applications Group, Inc.
Open Applications Group

The Open Applications Group is a not-for-profit standards development organization.

Founded in 1994, we are focused on building enterprise ready process-based data exchange standards for both B2B and A2A integration. We are the only truly cross industry business network integration standard.
The OAGIS standard is Scenarios and Business Object Documents

- Scenarios are process definitions
  - Currently 68 Scenarios
- Business Object Documents (BODs) are messages
  - Currently 584 Business Object Documents
- Downloadable at www.oagi.org
OAGIS® 10 Scope

- **eCommerce**
  - e-Catalog
  - Price Lists
  - RFQ and Quote
  - Order Management
  - Compliance
  - Purchasing
  - Invoice
  - Payments

- **Manufacturing**
  - Engineering
  - MES
  - Shop Floor
  - Plant Data Collection
  - Conformance
  - Warehouse Management

- **Logistics**
  - Orders
  - Shipments
  - Routings
  - Tracking

- **CRM**
  - Opportunities
  - Sales Leads
  - Customer
  - Sales Force Automation

- **ERP**
  - Financials
  - Human Resources
  - Manufacturing
  - Credit Management
  - Sarbanes/Oxley & Control

- **Integration**
  - XML Based
  - EDI and XML Based Integration
  - JSON Based
  - Application to Application Integration

- **Devices**
  - Windows 7 Phones
  - iPhones, iPads
  - Android Devices
  - Blackberrys

- **Security**
  - Firewall
  - Cloud Service Broker

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OAGi Standards Supported

- OAGIS Release 10.0, 10.1 (current)
- OAGIS 9.X Naming and Design Rules
- OAGIS Data Management Guide
- OAGIS Confirm BOD Usage
- OAGIS Get/Show Usage guide
- Chem eStandards Use Report
- Chem eStandards Business Process Guidelines
OAGi Membership Now

- ADP
- AgGateway
- AMC Theatres
- Automotive Industry Action Group (AIAG)
- Boeing
- Bright3
- Cisco
- Command Alkon
- Data Communication Solutions
- DBI Poland
- DigitalML
- E2open
- EDIFICE
- Elemica
- Emerson
- Etail Solutions
- Flame Computing
- GEFEG
- HR Open Standards
- iBASEt
- Infor
- ISA
- Japan Petrochemical Association
- Kaba Workforce Solutions
- Land O'Lakes
- Liaison Technologies
- Lucrum Group
- Microsoft
- NIST
- OASIS
- Oracle
- Pitney Bowes
- SAA Consultants
- Standards for Technology in Automotive Retail (STAR)
- Systems in Context
- Thira
- U-Tech
- World Batch Forum (WBF)
- Zimmer
Why Pay to be a Member of OAGi?
Why pay to be a member of OAGi?

- Free Access to OAGi Resources
  - Free access to OAGi IP
    - OAGIS Enterprise Edition
    - Past versions of OAGIS
  - Discounts on OAGi Training and Services
    - See prices here (http://www.oagi.org/dnn2/TrainingandServices.aspx)
  - Free training videos
  - Free copy of our BOD Flattener software
  - Free copies of our best practices documents
  - Free access to our webinar recordings
Why pay to be a member of OAGi?

• Ensure the OAGIS technology meets your organizations needs through participation in the technical work
• Privilege to form, lead and participate on Working Groups
• Privilege to vote in Working Groups
• Work with and Learn and Share with other industry experts
• Show leadership
## Membership Value beyond influencing the Technology

OAGi Membership Monetary Value (Besides value of updating the standards to ensure the needs of your organization are met)

<table>
<thead>
<tr>
<th>Item</th>
<th>Non-Member Cost</th>
<th>Member Cost</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>OAGIS 10.X Enterprise Edition</td>
<td>$1,299.00</td>
<td>$0.00</td>
<td>$1,299.00</td>
</tr>
<tr>
<td>BOD Flattener</td>
<td>$99.95</td>
<td>$0.00</td>
<td>$99.95</td>
</tr>
<tr>
<td>BOD Architecture Document</td>
<td>$99.00</td>
<td>$0.00</td>
<td>$99.00</td>
</tr>
<tr>
<td>Get/Show User Guide</td>
<td>$69.99</td>
<td>$0.00</td>
<td>$69.99</td>
</tr>
<tr>
<td>Confirm BOD User Guide</td>
<td>$69.99</td>
<td>$0.00</td>
<td>$69.99</td>
</tr>
<tr>
<td>Data Management User Guide</td>
<td>$99.99</td>
<td>$0.00</td>
<td>$99.99</td>
</tr>
<tr>
<td>Data Dictionary</td>
<td>$49.95</td>
<td>$0.00</td>
<td>$49.95</td>
</tr>
<tr>
<td><strong>Sub-total</strong></td>
<td><strong>$1,787.87</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Services and Training

<table>
<thead>
<tr>
<th>Item</th>
<th>Non-Member Cost</th>
<th>Member Cost</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quick Start Training</td>
<td>$9,000.00</td>
<td>$7,000.00</td>
<td>$2,000.00</td>
</tr>
<tr>
<td>3 days Professional Services</td>
<td>$6,000.00</td>
<td>$5,040.00</td>
<td>$960.00</td>
</tr>
<tr>
<td><strong>Sub-total</strong></td>
<td><strong>$15,000.00</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Members Only Items

<table>
<thead>
<tr>
<th>Item</th>
<th>Non-Member Cost</th>
<th>Member Cost</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Two OAGIS Training Videos</td>
<td>$0.00</td>
<td>$200.00</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$200.00</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Item</th>
<th>Non-Member Cost</th>
<th>Member Cost</th>
<th>Value</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spring OAGi Face to Face Meeting</td>
<td>$400.00</td>
<td>$0.00</td>
<td>$400.00</td>
<td>Training and Networking opportunity. Cost is per person</td>
</tr>
<tr>
<td>Fall OAGi Face to Face Meeting</td>
<td>$400.00</td>
<td>$0.00</td>
<td>$400.00</td>
<td>Training and Networking opportunity. Cost is per person</td>
</tr>
<tr>
<td>OAGi WG Meetings</td>
<td>Members only</td>
<td>$0.00</td>
<td>$4,000.00</td>
<td>Training and Networking opportunity. Cost is undefined depending on where one could receive such exposure to insights from experts per person</td>
</tr>
</tbody>
</table>

**Total**                                  **$9,747.87**
Example of Membership Benefits

Non-Member

- Member Benefits

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OAGi Membership Levels

- **Policy Board**
  - Governance of OAGi
  - 2 Council Seats
  - Eligible for any Working Group
- **Councils**
  - Set the direction for your constituency
  - Sponsor Working Groups
  - Examples include High Tech, Architecture
- **General Membership**
  - Participate on Working Groups
  - Technical voting rights
OAGi Membership Levels

Policy Board
- Provide Governance of OAGi
- Eligible to serve as an Officer
- Ensure OAGi governance meets your organization’s goals
- Also includes 2 Council Seats (worth up to 30K)
- Special recognition on OAGi website with company name and member picture and biography  link here
- All rights of every membership category below this category

<table>
<thead>
<tr>
<th></th>
<th>Yearly fees for participation at this level are:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues over USD $500 million</td>
<td>USD $30,000</td>
</tr>
<tr>
<td>Revenues of less than or equal to USD $500 million</td>
<td>USD $25,000</td>
</tr>
<tr>
<td>Revenues of less than USD $100 million</td>
<td>USD $20,000</td>
</tr>
<tr>
<td>National Government Department or Ministry</td>
<td>USD $30,000</td>
</tr>
<tr>
<td>Local Government or Education Institution</td>
<td>USD $20,000</td>
</tr>
</tbody>
</table>
OAGi Membership Levels

Council Level Membership

- Set the agenda for your industry
- Ensure the direction of the OAGIS Standard meets your organizations needs
- Chair of the Council serves as a voting member of the Policy Board
- Separate page on OAGi Website with recognition
- Charter Working Groups
- Eligible to form and Chair or participate on any Working Group
- All General Member Membership Benefits

<table>
<thead>
<tr>
<th>Revenues over USD $500 million</th>
<th>USD $15,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues of less than or equal to USD $500 million</td>
<td>USD $12,500</td>
</tr>
<tr>
<td>Revenues of less than USD $100 million</td>
<td>USD $10,000</td>
</tr>
<tr>
<td>National Government Department or Ministry</td>
<td>USD $15,000</td>
</tr>
<tr>
<td>Local Government or Education Institution</td>
<td>USD $10,000</td>
</tr>
</tbody>
</table>
OAGi Membership Levels

General Level Membership

- The right to participate on Working Groups.
- Voting rights on any technical team (one vote per organization).
- Access to special content on Members Only website
- Eligibility to attend all OAGi technical meetings for free, up to five persons
- Discounts on OAGi Products, Services, and Training
- The right to use the OAGi member logo on your organization’s literature and web site

<table>
<thead>
<tr>
<th>Revenue Category</th>
<th>Membership Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues over USD $500 million</td>
<td>USD $8,400</td>
</tr>
<tr>
<td>Revenues range between USD 100 M and up to USD 500 million</td>
<td>USD $5,800</td>
</tr>
<tr>
<td>Revenues range between USD 50 M and up to USD 100 million</td>
<td>USD $3,675</td>
</tr>
<tr>
<td>Revenues range between USD 10 M and up to USD 50 million</td>
<td>USD $1,838</td>
</tr>
<tr>
<td>Revenues range between USD 5 M and up to USD 10 million</td>
<td>USD $630</td>
</tr>
<tr>
<td>Revenues of less than USD $5 million</td>
<td>USD $400</td>
</tr>
<tr>
<td>National Government Department or Ministry</td>
<td>USD $8,400</td>
</tr>
<tr>
<td>Local Government or Education Institution</td>
<td>USD $5,800</td>
</tr>
</tbody>
</table>
OAGi Governance

• Royalty Free IP Policy
• Open Development Methodology
• OAGi Staff Stewardship of work
• Two face to face meetings a year
• Most Working Groups meet remotely
• No specific time limit to contribute
• All persons in the Enterprise may participate
• One organization, one vote
OAGIS Working Groups

- Mobile, Cloud, JSON Working Group
- Smart Manufacturing
- Quality Content
- Semantic Enhancement
- Virtual Business Object
- Chem eStandards
- Quality Assurance Working Group
Who Uses OAGIS?
## Country Representation Website Registrations

<table>
<thead>
<tr>
<th>Continent</th>
<th>Number of Countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Africa</td>
<td>12</td>
</tr>
<tr>
<td>Asia</td>
<td>17</td>
</tr>
<tr>
<td>Australia/Oceana</td>
<td>4</td>
</tr>
<tr>
<td>Europe</td>
<td>40</td>
</tr>
<tr>
<td>Middle East</td>
<td>8</td>
</tr>
<tr>
<td>North America</td>
<td>7</td>
</tr>
<tr>
<td>South America</td>
<td>11</td>
</tr>
<tr>
<td><strong>Total Registrations</strong></td>
<td><strong>99</strong></td>
</tr>
</tbody>
</table>

- Over 9200 Registrations as of January 2015
- 4 – 8 new per day
Create your Own Future
Come Join The OAGi Community!

The Open Applications Group builds interoperability standards in a community where people from all industries come together in an Open Standards Environment to build what they and their organizations need. More here.

We invite you to Join OAGi. It provides you and your organization Compelling Business Value by enabling your entire organization access to the OAGi libraries as well as the community. Learn more.


The work of building and maintaining OAGIS costs money. If you cannot Join as a member, please make a donation of your choosing to ensure that the work continues.

Please Donate

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Welcome

Join our Community

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News

There are more reasons than ever to join OAGi! See our new Value Proposition here.

**NEW - Registration is now open for our face to face Meetings May 6 - 7, 2015 at NIST in Gaithersburg, Maryland near Washington D.C.** The Plenary meeting will be on Wednesday, May 6 and we will have Working Group Meetings the morning of Thursday, May 7. The OAGi Policy Board will also meet on Tuesday, May 5, 2015.

HIGHLIGHTS INCLUDE:
- OAGi Plenary News and Update
- Land O'Lakes member implementation update
- B2B Collaboration Demo from Oracle
- Demo of OAGi Enhancements to support OAGIS
- Update on the OAGi BPMN work

**SPECIAL NOTICE** - We are also pleased to announce that NIST is sponsoring a joint one day conference entitled "OAGi/NIST Workshop on Open Cloud Architectures for Smart Manufacturing" on May 5, the day before our Plenary Meeting. Stay tuned for more Information soon.

The agenda, logistics and registration are here.

**OAGIS Training** - The OAGIS 10.X "How to do Extensions Video" is now available here.

**OAGi News for January is available here.**

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OAGi signs MoU with The HR Open Standards Consortium! Read more.

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Thank you!

Danke  Merci  ขอบคุณ
Grazie  Спасибо  धन्यवाद
Gracias  Obrigado