

1) What is an "Appliance"?

Dictionary.com

ap·pli·ance   [uh-plahy-uhns]

-noun

1. an instrument, apparatus, or device for a particular purpose or use.

- A pre-built, pre-configured assembly of hardware and software
- A plug-and-play "box"
- Without a user interface
- That can be reached from other computers in a network
- Examples: Firewall, Encryption, Microsoft XBOX, Router

2) Do I need to change my integration platform?

- BBot leverages the investments made in current infrastructure
- BBot enable the TPs
- BBot ensures you get the message through your usual gateway ...
... in the format you want

3) What is BBot Registry?

- The BBot Registry is the central, Covast owned & operated database and web service that registers Hubs and BBots, their configurations and certificates
- It shares the configurations with the BBots
- It keeps BBots up-to-date automatically with the latest configurations and software patch levels
- It generates certificates for the BBots and shares these with the Hubs
- It monitors BBots pro-actively

4) How is the security of my sensitive information on the Registry maintained?

- The information is stored in a strictly secured SQL Server 2005 environment
- The interfaces of the registry use WS Security (Web Services Security)
- The BBot registry has undergone a full Threat Model Analysis

5) Why do we need an appliance? Our current communication with TP is fine.

- Segment between large and very small
- Not capable of setting up their own B2B environment
- Still wanting to have something local to use for back office

- (a) Why not ask the trading partner to send me an Excel, and I will convert for them?
- (b) What advantage is there to having the transformation and processing taking place at the spokes vs. centrally at the hub?

Hub advantages

- Hub communicates the way they prefer through their existing gateway and do not need to use unsecure, manual mail facilities anymore
- No transaction based costs: a monthly fee and the hub can add as many new documents to it as they want in the future at no extra cost
- The trading partners cannot change settings, so no problems anymore with them changing their interface...
- Validation and alerting is performed at the BBot, taking away exception logic, people handling errors, etc. at the hub
- Processing power needed to convert to & from hub standards is placed at the trading partner
- Updating B2B document handling is easy and error free across all BBots in the hub's community

Spoke advantages

- Local integration
- Offline access: BBot stages everything and assures delivery
- Local tracking & tracing of all messages that have been sent & received
- Local Business Intelligence capabilities ("what have I sold in that period", "which widget is most popular") based on the BAM facilities provided by BBot
- Local archive of message that are sent & received (legal importance)
- Offline downloading of processed messages
- Forms handling facilities built-in
- Automatic update of digital certificates, software and configuration in general
- BBot generates alerts when something is wrong
- Fixed monthly fee / not transaction based

- 6) How do I convince my trading partners/ suppliers/distributor to pay the monthly subscription?

- No integration skills needed
- No B2B Software needed
- No huge project costs
- Get connected a lot faster

- 7) We use Web Forms today for many of our smaller trading partners, how is BBot a better solution for our small trading partners?
- Gives back office integration possibilities using Excel, Flat file or XML
 - Therefore: data integrity, reliability, increasing frequency without problems
 - Gives the local off site facilities as mentioned in an earlier slide
- 8) When the Hub uses other than BizTalk Software, they buy the development environment to make the schemas for BBot, but then does BBot send the messages directly to the Hub's main integration systems or should BizTalk and Covast be always in the middle?
- BBot Developer offline
 - Hub connection directly - or through a Service Provider
- 9) Do I still need a VAN?
- Only if hub wants
 - BBot provides secure AS2
 - BBot Registry takes care of the AS2 certificate management and issues new certificates in a frequency defined by the hub
- 10) Are there any other technical requirements for the spoke besides having a network and an Internet access?
- The spoke must have a fixed, externally available IP address
 - The workstation(s) in the spoke's internal network must have an email client that "talks" POP3/SMTP (for example, Microsoft Outlook Express already suffices) to be able to exchange messages with the BBot
 - The workstation(s) in the spoke's internal network must have a browser to be able get an overview of messages and use the BAM facilities on the BBot
 - If the user also want to use the web forms capabilities, at least Microsoft Office Ultimate 2007 is required on the workstation(s)
- 11) Do you support on site?
- Only a power button
 - Proactive hardware alerting