



Rapid Uptake in Global Automotive B2Bi

***The Accord Project & Roadmap
by Rafael Marins, CEO***

Agenda

- Today's Automotive B2Bi
- ODETTE File Transfer Protocol
- Business Requirements
- Odette FTP version 2
- ACCORD Project & Roadmap
- Conclusions

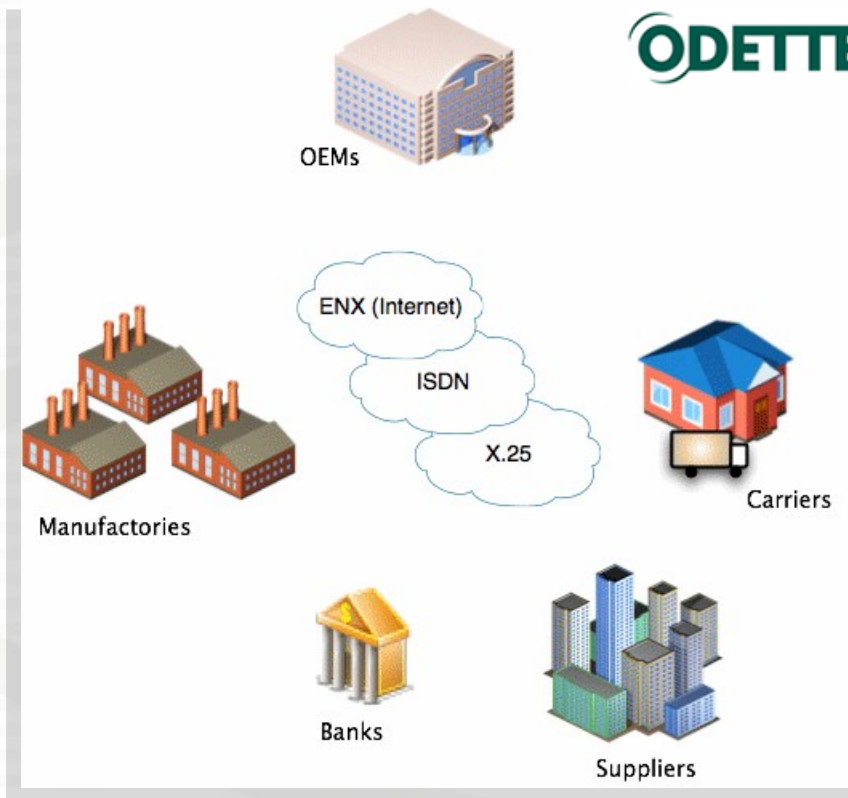
Today's Automotive B2B Challenges

- Consolidation of B2B Infrastructure
- Provide Global Connectivity
- Integration to Manufacturing Systems
- Simplify Business Partners Enablement
- Improve Visibility of Shipments



Typical Automotive B2B Scenarios

- Trading Partners exchange data using industry standards
- Automated communication
 - EDIFACT messages to/from Backend systems
 - Network services for data transporting
 - End-to-End communication using the **ODETTE File Transfer Protocol**
- Standards adoption driven by industry associations



ODETTE File Transfer Protocol

- De facto standard in Automotive, Engineering and Transport sectors
- Used in other industries as well
 - Public Sector, in the Swedish Customs Data System
 - Financial Sector, in Brazilian communication between banks and corporate customers
- Created by ODETTE, with the first version released in 1986
 - Specially designed for data exchange needs in the automotive industry
 - It IS NOT an enhancement of popular Internet FTP
- Open Standard
 - Under the IETF (Internet Engineering Task Force) umbrella

ODETTE File Transfer Protocol

- Original Features
 - Direct communication link between trading partners
 - Acknowledgment of receipt and non-receipt
 - Restart of file transfers
 - Automatic information exchange
 - Throughput optimization
- Alternative Operation Options
 - Client ~ Server
 - Clearing Center or VANs (Value Added Networks)

Automotive B2B Requirements



- Document Sensitivity
- Changes in communications needs
- Increasing amount of data
- Limits of OFTP over ENX/ISDN
- Closing down of old network services in Europe
 - Eg: Volvo will discontinue supporting X.25 by June 2010 and ISDN by the end of 2010
- Spend less money for better services

Why Odette FTP v2

- Benefits
 - Global Availability
 - Enhanced Security
 - Costs Reduction
 - Time Saving
- New Features
 - File Compression
 - Three-tier Security Model
 - Network Support
 - Signed Receipts
 - International Filename Charset
 - Increased file size

Three-Tier OFTP2 Security Model

- Session Security
 - Secure Channel (SSL /TLS)
 - X.509 Authentication
 - Password Authentication
- Data Encryption
 - Usage of asymmetric encryption
- Signature and Verification
 - Private keys
- Security at all levels
 - Company basis for general purposes
 - At a department level
 - At an individual level

The ACCORD Project

- Guided Through a Vision
 - Build a Product Suite
 - Enable The Use
 - Be The First
- Project Purposes
- Deliverables
 - Components Library
 - Accord Wire
 - Accord Server
 - Accord Edge



ACCORD

Managed File Transfer

(an OW2 Incubator Project)

Get Involved (mailing list)

accord-users@ow2.org

Cross Cutting Enterprise Needs

- Visibility
 - Identify processes, systems and people... messages, files and transactions
- Monitoring and Management
- Report and Auditing
- Provisioning
 - Onboarding and manage changes
- Performance and Security
- Adaptability
- Workflow and Automation

Accord Development Roadmap

***Towards MFT Suite
(by 2011)***

***Enhanced Capabilities
(by 2010 Q3 and Q4)***

***Full OFTP2 Support
(by 2010 Q2)***

Odette FTP Library (API)

ESBs Adapters

Accord Wire

- CLI and file-based configuration

Accord Server

- CLI, file-based and Remote Shell administration
- Event-based customization

Accord Edge

Accord Wire

- Rich Desktop App

Accord Server

- Web-based Admin
- More integration functionalities
- Control domain instances

Full MFT capabilities

More connectivity methods

Include BPM integration

Transformation engine

and, so on ...

ACCORD & the Automotive B2B Challenges

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ACCORD
Managed File Transfer

Thank You !



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