

Grid: a research 'product' offering great market opportunities

The image features a blue background with a network diagram of white lines and nodes. The word "grid" is written in large, white, lowercase letters. Below it, the text "Consultancy - Application enabling - Application development - Integration" is displayed. In the bottom right corner, the DATAMAT logo is shown with the tagline "enabling your future" and the note "a Finmeccanica company".

grid

Consultancy - Application enabling - Application development - Integration

DATAMAT
enabling your future
a Finmeccanica company

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DATAMAT overview



- ✓ We are an Italian leading group in the supply of ICT solutions with 30+ years experience:
 - ~1,500 highly qualified employees
 - 170.9 M€ Value of Production, 27.0 M€ EBITDA (FY2005)
- ✓ Our mission is to supply ICT solutions (products, systems and integrated services) in specific segments of vertical markets
 - Bank, Insurance and Finance
 - Public Administration and Healthcare
 - Telecommunications, Media and Utilities
 - Defence, Space & Environment
 - Industry

leveraging on:

- strong application expertise (knowledge of client primary processes)
- strong technical and technological competencies ("state-of-the-art")
- management and organizational capabilities in complex and high economic value contracts

DATAMAT in Grid



- ✓ Our traditional focus is on innovation, with a long record of international R&D projects followed by successful commercial exploitation.
- ✓ We perceived Grid as one of the most promising novelties for the ICT market, enabling distributed applications, and emerging scenario such as e-collaboration.
- ✓ In 2000 we decided to participate in the first large Grid Project in Europe, to acquire the specific knowledge of technology and to understand its potential business return in terms of application and services deployment...

... and in the following years to other European outstanding initiatives:

A collection of logos for various European Grid initiatives. On the left, a blue cloud contains the 'Data GRID' logo, 'crossgrid', 'EGEE', 'NextGRID', and the 'European Commission' logo. On the right, a yellow cloud contains the 'SpaceGRID' logo, 'THE VOICE' logo, and the 'esa' logo. In the center, the 'BREIN' logo is displayed with the tagline 'Business objective driven REliable and Intelligent Grids for real BusiNess'. To the right of 'THE VOICE' is a diagram with four quadrants: 'Grid-based', 'Distributed', 'Concurrent', and 'Design'. At the bottom right of the yellow cloud is a row of national flags.

Collaboration with research



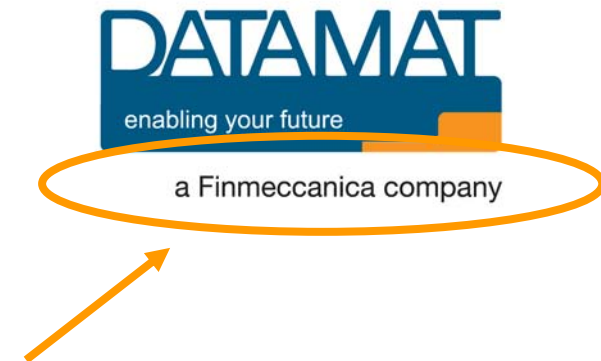
- ✓ The collaboration with research institutions, for example the computer scientists within the High Energy Physics community, is extremely profitable.
 - ✓ The cross-fertilization from mixing different backgrounds allowed our teams to improve:
 - Flexibility
 - Teamwork
 - Openness to innovative ideas
- and to transfer our traditional development culture in terms of:
- Structured approach
 - Consolidated methodologies for analysis and design
 - Tight project management (resource allocation, planning, ...).



Our strategy behind EGEE & co.



- ✓ Strong communication effort
 - IPO Oct. 2000
 - Several times on specialised press / magazines / Italian TV as “opinion leader”
- ✓ Invest on a new technology -> apply to a known case / market -> perform technology transfer cross-markets
- ✓ NEW!!!: DATAMAT is from last October a Finmeccanica company
 - ✓ Largest Italian AeroSpace, Security & Defence Group
 - ✓ Human resources: >56,700
 - ✓ Industrial sectors:
 - Aeronautics (Aircraft, Helicopters)
 - Space (Satellite, Ground Segment)
 - Transport (Trains, Railways, Underground)
 - Defence & Security (Sensors, Systems)
 - Communications



Positioning our investments



- ✓ EGEE = “Operational grid”
 - M/W is available for deployment
 - We are already using it in ESA and encourage continuity policies
 - Infrastructure is good enough for industrial test-bedding and demonstration in “closed and well-known environment)
 - Experiments could set-up a virtuous cycle to overcome present limitations (on security, licensing, legacy, maturity, applications gridification, accepted standards)
- ✓ NEXTGRID + AKOGRIMO + ... = “Next grid”
 - Results will be more “architectures” than “engineered components”
 - Focus on new requirements coming from e-business models:
 - ✓ SLA, QoS, Dynamic and transient VO’s, Semantic workflows, ...
 - Investigate interaction between Grid and Mobility
 - ✓ large base of users, mobile Internet infrastructures based on IPv6, knowledge-related and semantics-driven services, ...
 - Involvement of Telco Companies

Our preliminary results



✓ European Space Agency Reference Company for Grid



- SpaceGRID
- THE VOICE
- Grid support to ESRIN
- GDCD

use of LCG/gLite

use of LCG/gLite

potential use of gLite

✓ Italian Reference Company for Grid

- Italian Rep's of main IT Vendors (IBM, HP, SUN, Oracle, Quadrics)
 - ✓ also through Industry Forum relationship
 - ✓ partnership on future initiatives (under discussion)
- PRISMA*Grid (co-funding MIUR)
 - ✓ "Grid for industry"
 - ✓ Following c-OMEGA "initiative" with INFN et al.
 - ✓ Strong participation of Finmeccanica Companies
 - ✓ SME's districts
- Other prospects (healthcare, banks, telco)

potential use of EGEE/gLite



Our target offer



✓ Consultancy

- 'Additional' services such as Certification, training and promotional activities are the keys to introduce Grid based solutions into Customers' day-to-day business.

✓ Application enabling

- Adaptation of existing Problem Support Environments to enable the use of Grid is based on a combined deep knowledge of customer processes and of the underlying technologies.

✓ Application development

- The use of a new and powerful technology to solve new classes of problems requires capability of mastering business needs.

✓ Integration

- Our long experience in integration is the enabler for a smooth combination of the different technological aspects in a transparent way for the end-user.

Our goals



- ✓ The initiatives we are undertaking are aimed at:
 - Easing the diffusion of a Grid culture, mostly through a generalised test-bed policy aimed at demonstrating in concrete terms the advantages of its use, in strong synergy with research
 - Grid-enabling classes of applications by developing suitable tool-kits and/or porting existing problem solving environment on Grid contexts
 - Exploring new working environments (e.g. ambient intelligence, nomadic / mobile environment)
 - Promoting and supporting standardisation activities, so that access to Grid services and resources does not depend on specific middleware implementation and/or specific infrastructure

Concluding remarks



- ✓ The growing interest of industrial user community shows that initial expectations on Grid are going to be fulfilled.
- ✓ Initial enthusiasm is now being replaced by awareness of the actual potential and risks, in terms of business and ROI, adequately steering strategic technical choices (e.g. web services-grid convergence).
- ✓ To make profit out of technology, it is fundamental to achieve the needed stability and continuity, focusing new initiatives on bridging research and industry.
- ✓ DATAMAT has successfully started technology transfer towards its traditional market sectors and is confirming its commitment by participating and leading Grid development and take-up activities in Europe.

**MANY THANKS
FOR YOUR KIND ATTENTION!**



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