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# ***PANDA***

*IST-027169*

***"Supporting international e-collaborations in the  
European ERP/CRM Industry"***



## **Project overview**

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***Q-PLAN N.G.***

- ⇒ **Priority:** FP6-IST
- ⇒ **Type:** STREP  
✓ *Medium sized research project*
- ⇒ **Start date:** 01 January 2006
- ⇒ **Duration:** 30 months (*end date 30 June 2008*)
- ⇒ **Budget:** ~3 M€
- ⇒ **Partners:** 12 (9 countries)
- ⇒ **Coordinator:** Q-PLAN North Greece Ltd

# The consortium...

Partner	Country	Responsibility
Q-PLAN N.G. Ltd	Greece	Project Manager, Business Plan
CARIS – Kingston University	UK	Scientific-Technical coordinator, Business Plan
Czech Technical University - Gerstner Laboratory	Czech Republic	Multi-Agents System developer
M-BIS	Germany	PANDA platform implementation & integration, provider of "C4" ERP/CRM System
ALTEC	Greece	PANDA platform implementation, provider of the "ATLANTIS" ERP/CRM System
Unisoft Romania	Romania	ALTEC value chain - "ATLANTIS" ERP/CRM system
Unisoft Bulgaria	Bulgaria	
CG&GC IT	Romania	
ASCIOR	Bulgaria	
EMMERCE	Sweden	M-BIS value chain - "C4" ERP/CRM system
ULX Kft	Hungary	
Compass	Russia	

Developing a **web-based platform** dedicated to serve and facilitate **international e-collaborations** and efficient operations in the **European ERP/CRM Industry**.

**e-collaborations based on local partnerships**

- ✓ Flexible
- ✓ Efficient
- ✓ Powerful



- **Optimize ERP/CRM value chain operations**
- **Internationalize activities within EU-28**
- **Exploit new market opportunities**
- **Upgrade competitiveness at EU-28 level**

- ⇒ **SMEs** from **all sectors** expand and/or relocate part of their activities to new regions due to:
  - ✓ *new business opportunities (e.g. EU enlargement)*
  - ✓ *intensified competition (e.g. reducing production costs)*
  
- ⇒ **IT companies** are trying to:
  - ✓ *address their clients expansion activities*
  - ✓ *use their (limited) resources 'wisely'*
  - ✓ *expand their customer base so they can retain their (shrinking) margins*

### ⇒ “~~Do it your self~~” traditional approach

✓ Travel abroad?

- *xxx travels for each implementation. Is it efficient?*

✓ I don't know the national particularities!

- *Which is the legal and business framework in e.g. Bulgaria?*
- *How am I going to parameterize the accounting module?*

✓ I don't know the language!

- *How can I customize the Bulgarian version of ATLANTIS ERP?*

**Not an option!**

### ⇒ Use collaborators/partners/sub-contractors

✓ Those I know!! → The “usual” partners

✓ But I don't know anyone in Romania!!! → Ask for a reference

**Yes, but...????**

- ⇒ A web-based platform for the formation of **on-demand** (i.e. upon request) **short lived** (i.e. for a specific project) partnerships, resulting at:
- ✓ **Fast and efficient consortium setup**
  - ✓ **Increased business capacity**
    - *A company is invited in projects he was not aware*
  - ✓ **"Full service" integration advantage**
    - *A company may 'offer' integrated services beyond his competencies*
  - ✓ **Improved brand name for the company and/or the value chain**

- ⇒ **Web portal** *(based on Web 2.0 technologies)*
  - ✓ *To facilitate the interaction with the end user*
- ⇒ **Agent system**
  - ✓ *To enable negotiations towards consortium formation by using (semi-)private knowledge*
- ⇒ **Web services**
  - ✓ *To facilitate the communication between the individual agents and the company repository*
- ⇒ **Project Management module** *(SOA component)*
  - ✓ *To facilitate project implementation monitoring*



## ⇒ The platform may be used:

- ✓ for any component-based s/w solution project implementation
  - *targeting the outsourcing/subcontracting market*
- ✓ for any type of value chain operations

## ⇒ Two versions have been developed

- ✓ 'stand-alone' solution: 1 value chain (1 vendor)
- ✓ 'open portal' solution: any IT company

Package content	Target customers	Use scenario
<div> <div>Panda s/w (agents / WS)</div> <div>Panda Services</div> <div>Technical Requirements (DB/agents/network/etc)</div> <div>Panda-Soft Support</div> </div>	<div>IT s/w vendors</div>	<ul style="list-style-type: none"> <li>• The portal system is installed at the vendors' premises</li> <li>• He operates the system for his own value chain/network of companies</li> <li>• Any member of <u>his network</u> may search for partners to implement <u>any s/w solution</u> from that vendor</li> </ul>

Package content	Target customers	Use scenario
<div> <div>Panda environment</div> <div>Panda Services</div> <div>Individual agents/ws</div> </div>	<div>Any IT company</div>	<ul style="list-style-type: none"> <li>• The portal system is accessible to any IT company</li> <li>• The users (any IT company) may seek for partners supporting modules and/or s/w packages from multiple vendors (Open Source solution)</li> <li>• An IT company may advertise his expertise, services and s/w products which will be then included in the list of available IT solutions (including Open Source solutions)</li> <li>• A vendor specific community may be also formed (as for the 1<sup>st</sup> BM)</li> </ul>

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