Getting results with APM Ltd

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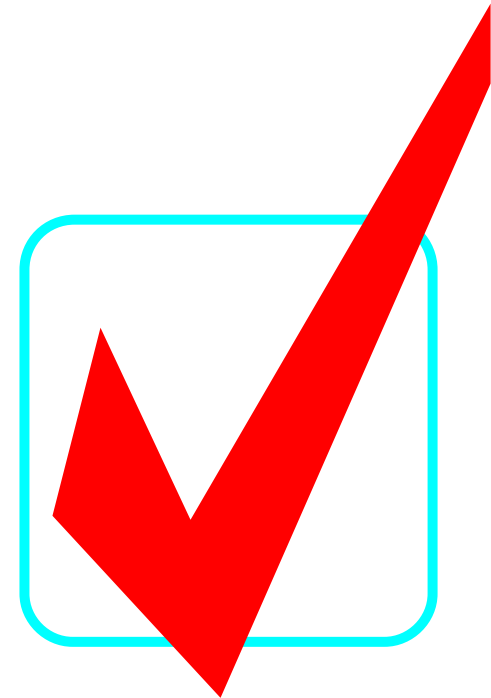**http://www.ansa.co.uk**

01223 564486

APM

- **Research leaders since 1985**
  - *ANSA Research Programme*

- **Source of technology**
  - *ANSA Object Request Brokers*
  - *WWW - CORBA integration*
  - *Java*

- **Source of expertise**
  - *Distributed system architectures*
  - *Network security*
  - *Training*

Time to move on?

- **Alvey ANSA Objectives achieved**
  - *standards for distributed objects*
  - *RM-ODP*
  - *OMG CORBA*
  - *JAVA*
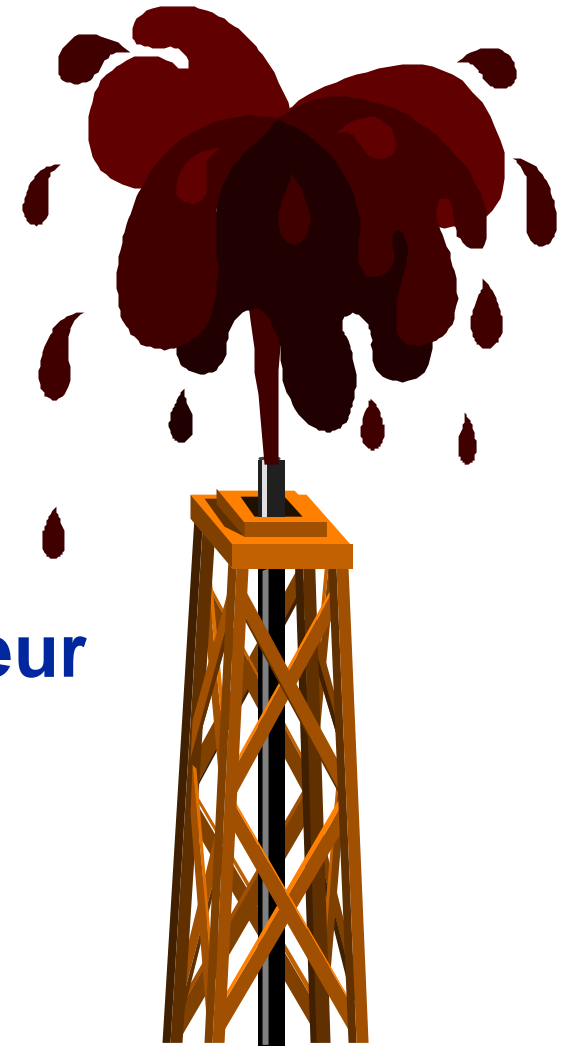 - *Web Objects for Electronic Commerce*

- **Lots of fertile research topics to follow up on, but no big agenda**

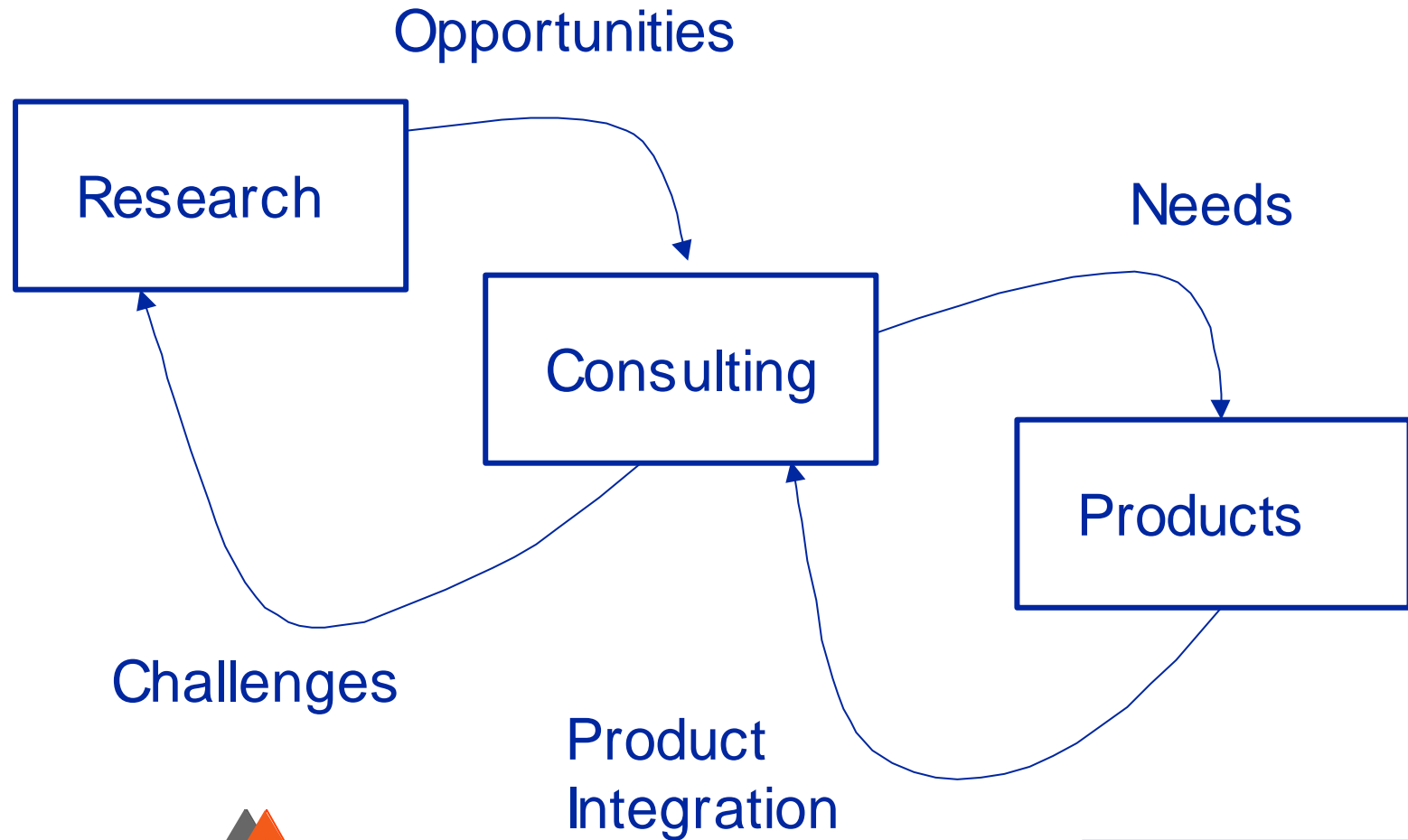- **Standards in progress via OMG, WWWC**

APM has changed

- **Replaced MD (Mike Eyre) Dec 96**

- **Raised £5M capital….**

- **…to create a product business**
  - *Digitivity*
  - *Java deployment*

- **…to move consulting from amateur to professional approach**
  - *Internet applications / security*
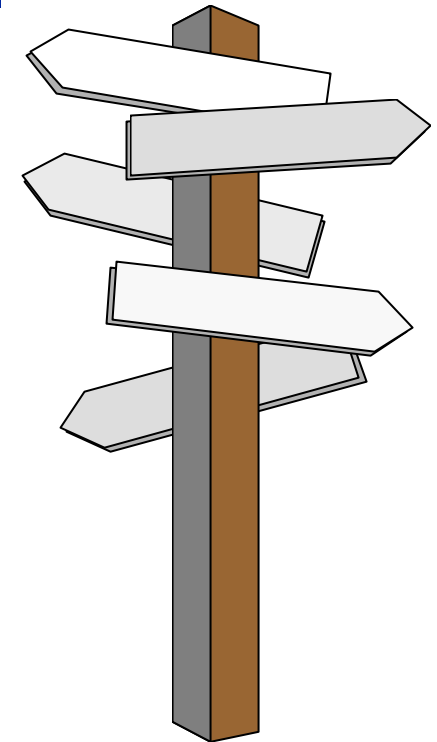
- **…to target research**

The APM Pipeline

Opportunities

Research

Needs

Consulting

Products

Challenges

Product
Integration

How should APM and the sponsors continue to work together?

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Time to review

- **So long and thanks for all the fish….**
  - **Wastes the investment to date**

- **Continue "hands off" involvement**
  - **What's the benefit to either of us?**

- **Get closer**
  - **What does this mean in practice?**

Lets......

- **continue in ongoing "lightweight" ANSA**
  - *exploring new technologies*

- **build consulting partnerships around complementary expertise**

- **have APM mentor / train sponsor teams converting to Internet / CORBA / Java**

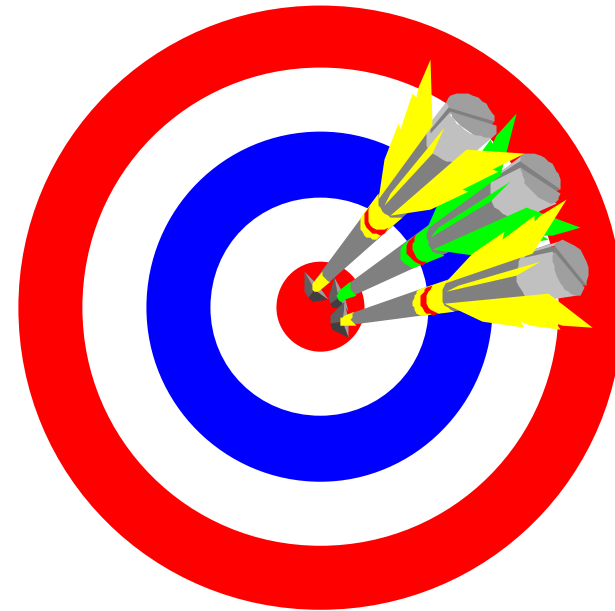- **use our products in systems for your customers**

Benefits

- **Access to leading edge research team**
  - *both our work and the groups we talk to*

- **Access to experts in secure internet applications**
  - *building real systems for serious clients*

- **Access to leading edge products**
  - *development team up-to-speed on Java*
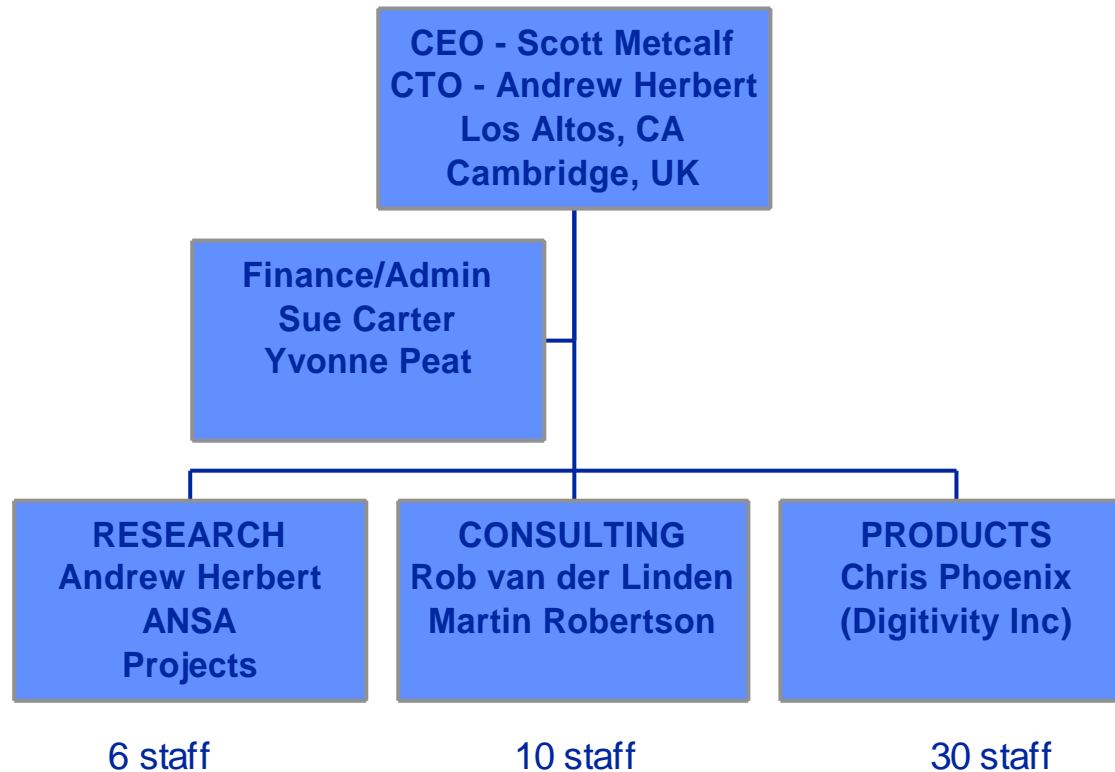 - *important commercial relationships*

Action Plan

- **Understand APM Ltd better**
  - *this presentation*

- **Identify champions for**
  - *research interests*
  - *joint consulting*
  - *consulting for you*
  - *using our products*

- **Set criteria for judging success**

APM Ltd OrgChart

CEO - Scott Metcalf
CTO - Andrew Herbert
Los Altos, CA
Cambridge, UK

Finance/Admin
Sue Carter
Yvonne Peat

RESEARCH	**CONSULTING**	**PRODUCTS**
Andrew Herbert	**Rob van der Linden**	**Chris Phoenix**
ANSA	**Martin Robertson**	**(Digitivity Inc)**
Projects		

6 staff   10 staff   30 staff

ANSA

- **Started in 1985**

- **Architecture for Open Distributed Processing**

- **Shared pre-competitive research between vendors and users**

  - **results: investigations, predictions, prototypes**

  - **benefits: insight, standards, reduced risk**

- **Impact via standards**

  - **contributed to OSF DCE definition**

  - **major contributor to OMG ORB and Object Services**

  - **ISO / ITU Reference Model for ODP**

Important ANSA results

- **ANSAware -- anticipated CORBA**

- **ANSAware/RT -- resource management**

- **ANSAweb -- CGI to IIOP gateways**

- **Jade -- Java IIOP client**

- **Quartz -- WWW, CORBA and Java based workflow system**

- **ISO 10746 Reference Model for Open Distributed Processing**

- **OMG CORBA, IIOP, Trader, Streams, use of RM-ODP**

ANSA 1997

- **Sponsors:**
  - BT, DRA, France Telecom, Fujitsu, GEC, GPT, ICL
- **Focus**
  - CORBA, Java, Internet
  - deployment of mobile components across enterprise boundaries

- **DIMMA -** real-time ORB with multimedia support
- **Reflective Java** - meta object protocols for Java
- **FlexiNet -** architecture for component-oriented middleware
- **FollowMe -** systems architecture for mobile agents

Other Research Projects

- **Visible to sponsors**

- **ESPRIT: E2S Internet End-to-end security**
  - Secure electronic commerce with HP, Visa, Swiss Bank

- **ACTS: RETINA (uses DIMMA)**
  - Telecoms Object Request Broker
  - Real-time, multi-media streams handling

- **UK DTI: DCAN (uses DIMMA)**
  - Distributed control of lightweight ATM networks

- **ESPRIT: PEGASUS (uses FlexiNet)**
  - Resource management for mobile applications

- **ESPRIT: TRENDS (uses ANSAweb, Jade)**
  - Road traffic information systems

ANSA Topics

- **E2S Final Architecture**

- **FollowMe Architecture**

- **Mobile Object Workbench**

- **Mobile Agent Security**

- **Declarative Transactions**

- **Declarative Binding**

- **Reflection at Lancaster**

Consulting

- **Leverage core skills**
  - Architecture, CORBA, Java, security, electronic commerce, telecoms infrastructure

- **Private to APM but helps ANSA keep feet on the ground**

- **Services:**
  - Technology strategy guidance
  - System design and review
  - Pilot implementations, proof of concept demos
  - Technology development
  - Training

Examples

- **Cybernames**
  - **context sensitive directory service**
  - **Bellcore**

- **C3I systems modelling**
  - **UK Ministry of Defence**

- **Secure RMI and IIOP for Java**
  - **Swiss Bank, MoD (KAMAE)**

- **Electronic payment systems modelling**
  - **consortium of US banks**

- **Electronic commerce strategy**
  - **Kleinwort-Benson, Dow Jones Telerate**

Key Features

- **No longer a sideline -- we have real customers!**

- **Typical customer is at bleeding edge and needs to de-risk a big leap**

- **We get involved at start of project**

- **Provide well qualified experts**

- **Lay down architecture**

- **Hand on to systems integrators**
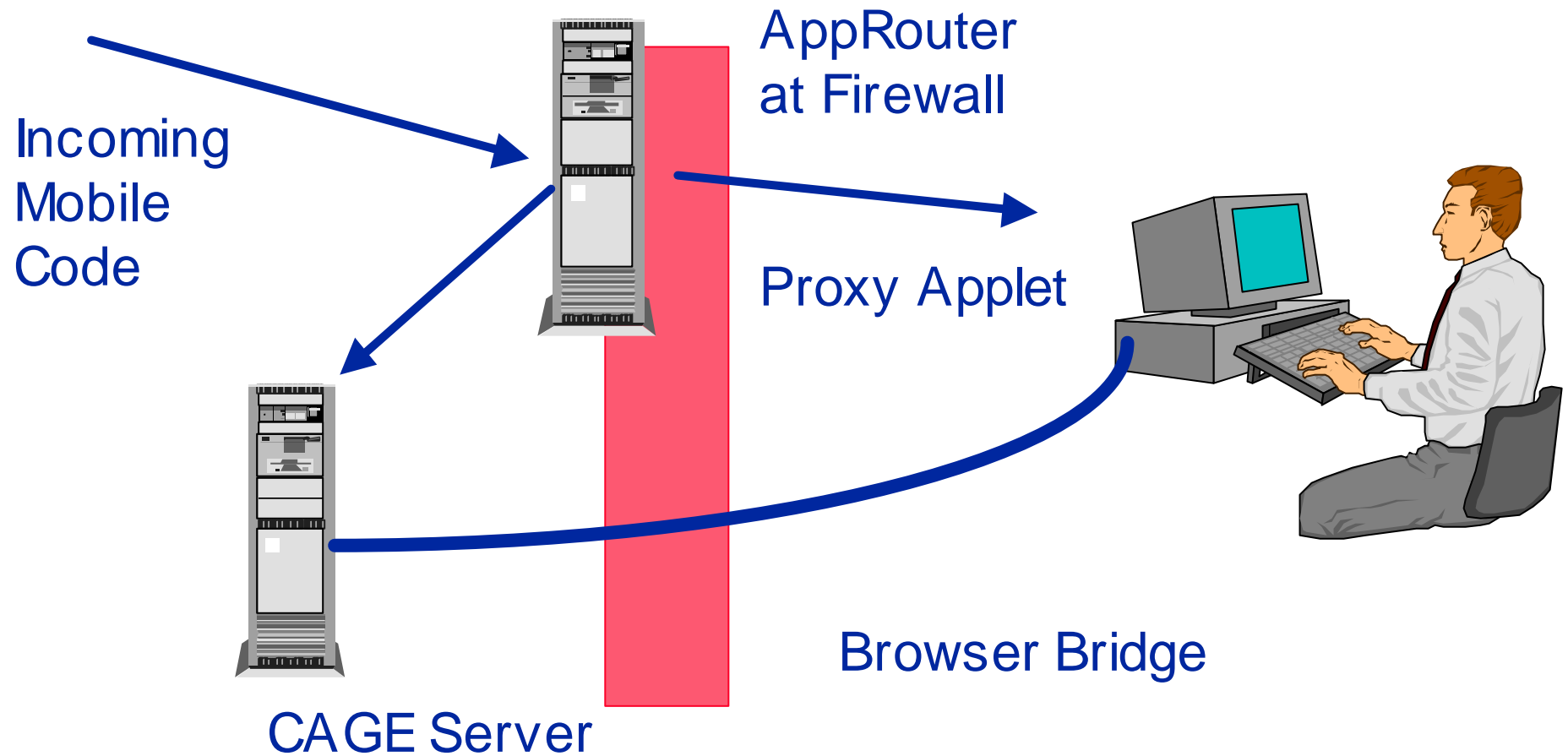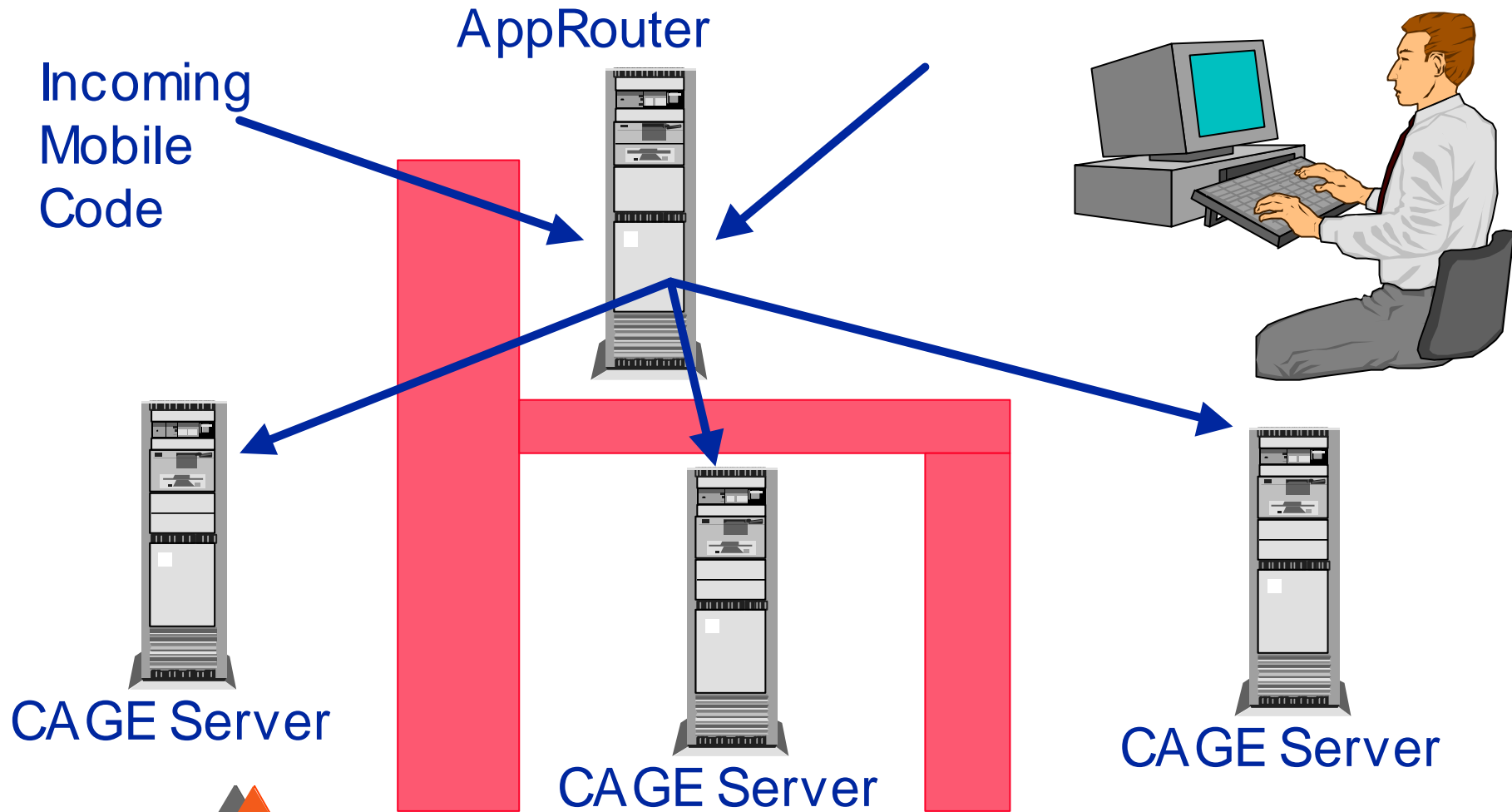
- **Fill in technology gaps**

Products

- **Digitivity brand - www.digitivity.com**

- **Application Management System for enterprise Java applications**

  - **CAGE - transparently secure intranets against external Java**

  - **CODE CONDUCTOR - route Java applications to Java servers according to central policy**

  - **Evolution - controlled bridges to legacy applications and data**

Digitivity CAGE Product

Incoming
Mobile
Code

AppRouter
at Firewall

Proxy Applet

Browser Bridge

CAGE Server

Code Conductor Product

AppRouter

Incoming
Mobile
Code

CAGE Server

CAGE Server

CAGE Server

Product Features

- **Centralised management and control**
- **Leverages existing investments**
- **Security**
- **Auditing**
- **Resource management**
- **Neutral to Java wars**
- **Good reception in market place**

Summary

- **Three points of contact**
    - **research / technology**
    - **consulting**
    - **product**

- **Each gives the sponsor a competitive edge**

- **Don't lose the opportunity**

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