



---

**Poseidon House  
Castle Park  
Cambridge CB3 0RD  
United Kingdom**

TELEPHONE:  
INTERNATIONAL:  
FAX:  
E-MAIL:

**Cambridge (01223) 515010  
+44 1223 515010  
+44 1223 359779  
apm@ansa.co.uk**

---

**APM**

## **ANSA Technology transfer plan**

**Rob van der Linden**

### **Abstract**

Technology transfer to sponsor companies has never been an easy task since it relies not only on ANSA staff but crucially on the willingness of sponsors to cooperate. If sponsors do not cooperate, then this may be due to the content of the workprogramme. If the workprogramme is does not find favour with the sponsors then only they will be able to tell us.

This document is a technology transfer plan. It lists the items which make up the technology transfer process and for each sponsor lists what has recently been done, their current status and plans for the next 6 months.

The document is a living document and must be updated frequently (this is a weakness) but also reflects the latest information regarding TT (this is its strength).

THIS DOCUMENT IS CONFIDENTIAL TO APM SINCE SOME CONSULTANCY AND TECHNOLOGY TRANSFER TAKES PLACE UNDER NON-DISCLOSURE AGREEMENT AND ON A ONE-TO-ONE BASIS BETWEEN APM AND A PARTICULAR SPONSORING COMPANY.

---

APM.1479.00.01

**Draft**

9th May 1995

Project Management (confidential to ANSA consortium for 2 years)

---

**Distribution:**

**Supersedes:**

**Superseded by:**



---

# 1 Introduction

---

This document outlines a plan for better technology transfer between the sponsors of the ANSA workprogramme and the ANSA team at Cambridge.

## 1.1 New sponsors programme

---

The *aim* of this programme is to bring new sponsors up to date with

- the background to ANSA (the stockpile)
- the current workprogramme

The *objective* is to

- create a first class interface
- identify further needs and interests in the sponsoring company

It is envisaged that this part of the programme should take the first year of a new sponsors involvement. After one year the regular sponsor servicing programme takes over.

## 1.2 Regular sponsor servicing programme

---

The *aim* of this programme is

- to create an opportunity to regularly update the sponsors with new developments in the programme
- to obtain feedback on possible new directions.

The *objective* is to

- maintain strong buy-in
- have ready made case for continued sponsorship when sponsors approach their annual budget rounds

This programme is to be executed in two parts:

- regular visits by the project director to
  - identify political and funding issues
  - review the technology transfer process (6 monthly)
- regular visits by technical staff to implement the technology transfer

## 1.3 Risks

---

The main issue here is a lack of involvement from sponsors. This could be brought back to the programme itself

- not being exciting enough
- not addressing issues of concern to the sponsor

These causes should be detected during the execution of the plan.

---

#### 1.4 Recording of effort

---

There are separate effort codes within Phase 3 for work with sponsors:

- **Consultancy:** time on sponsor consultancy days. These are loosely defined as “team-days” where a typical team consists of 2-4 persons. They are agreed in advance with a sponsoring company.
- **Technology transfer:** effort booked here covers phone calls, reviews, help with ANSAware or other prototypes and informally arranged team interactions.

Both these get added together in progress reports for Technical and Management Committee meetings and reported in terms of person-months.

Consultancy days are recorded as per what was agreed with particular sponsor companies. Thus, due to the varying team-size on consultancy days, there is not necessarily a direct relationship between hours booked and consultancy days agreed.

## 2 New sponsors programme

---

Elements of the new sponsor programme are:

- **Initial visit:** the initial visit is to establish a plan for the start of the new sponsors programme. It should identify topics of particular interest and people who would benefit from ANSA results in the short term.
- **Workshop:** following from the initial visit, the workshop addresses those who were identified as likely to benefit from ANSA results. The workshop is tailored to give a wide ranging overview of ANSA past present and future. It is a one or two day event for English speaking sponsors, longer where culture dictates.
- **Electronic access:** to Web and FTP servers is set up by default for new sponsors.
- **Training course:** training materials developed in the BU are used to provide in-depth briefings to groups of technical staff.
- **Team exchange:** sponsor staff is given the opportunity to visit the ANSA lab in Cambridge for visits, possibly lasting several weeks. Emphasis is on technical staff developing a strong personal and technical relationship.
- **Develop technology transfer plan:** this activity needs to proceed in the background to the others. A clear plan indicates it is time to move to the maintenance programme.

Some sponsors may wish to second a person straight away.

---

### 2.1 Barclays

---

#### 2.1.1 History

##### 2.1.1.1 *Initial visit*

DME and RvdL visited Knutsford early 1994. We agreed to add value to a project which is establishing an interim systems architecture for the IS group.

##### 2.1.1.2 *Workshop*

The initial visit was followed up by a meeting with Dave King at APM. Around 5 team members attended. We tried to set up further meetings, but failed to follow up on the consultancy given due to work pressures at Barclays and a subsequent lack of response to our requests.

#### 2.1.2 Current status

A further visit by DME and RvdL to Knutsford is planned for 12 June 1995. The objective is to revive interaction.

In the longer term we shall need to widen the interface with Barclays dramatically.

---

## **2.2 DRA**

---

### **2.2.1 History**

DRA joined in January 1995.

#### *2.2.1.1 Initial visit*

There was less pressure for an initial visit since the contacts with John Holmes were very good anyway. Telephone and e-mail contact delivered an agreement to implement a workshop with the aim of spreading the ANSA message amongst several groups at DRA (eventually leading to support for sponsorship fees from several groups).

#### *2.2.1.2 Workshop*

Despite pressure, the April deadline for this workshop was missed. We did arrange a workshop on CORBA and ANSA for one group at DRA (Robert Rankin) and this was delivered by AJW on 20 March 1995.

### **2.2.2 Current status**

### **2.2.3 Planned activities**

Action: rvdL to contact John Holmes regarding workshop

---

## **2.3 Eurocontrol**

---

### **2.3.1 History**

Eurocontrol joined in March 1995.

#### *2.3.1.1 Initial visit*

Just before joining RvdL and Ben Bakker produced a list of actions and benefits. The formal initial visit was delayed due to Eurocontrol relocating itself to a site outside Brussels (near the airport).

### **2.3.2 Current status**

In progress. Eurocontrol have requested brochures about APM to distribute round their organisation.

### **2.3.3 Planned activities**

AJF and RvdL have arranged to meet Ben Bakker with a view to developing the technology transfer plan (19 May 1995)

---

## **2.4 Fujitsu**

---

### **2.4.1 History**

Fujitsu will formally join on July 1st 1995.

An outline of technology transfer activities was presented to Fujitsu staff (14-15 March 1995).

**2.4.2 Current status**

awaiting signed contract; planning first stage of technology xfer.

**2.4.3 Planned activities****2.4.3.1 Initial visit**

This is being planned for July 1995. First stage of staff selection suggests:

GXL (for real time and culture), AJW (for continuity: he will follow up in Nov on the back of an OMG meeting in Japan), CMM (training), RvdI/AJH (for overview, planning technology transfer etc.)

We expect to cover the workshop and training course during a two week visit to Japan.

---

**2.5 Siemens**

---

**2.5.1 History**

Siemens have not joined yet.

**2.5.2 Current status**

awaiting decision to join

**2.5.3 Planned activities**

none

---

**2.6 Telefonica**

---

**2.6.1 History**

Telefonica signed contracts in February 1995.

Before they did so they bought an ANSAware training course in 1994.

**2.6.1.1 Initial visit**

RvdI visited Telefonica I&D in February 1995 and met most of the team working in distributed systems and TINA. Contacts between these team members and ANSA staff were forged. No personal contact between team members has taken place yet, but the following technology has successfully been transferred using phone and electronic means:

- Matchmaker software: Telefonica have ported this to Solaris and are using Oracle instead of AllBase (contact Raul Gutierrez); BT and CNET are also interested in this port.
- Gateway technology: discussions are ongoing with BAFC, YH and Juan Ruano.

**2.6.2 Current status****2.6.2.1** *Workshop*

AJH is in Madrid 9-10 May 1995. He has material to provide a management overview and to identify technology transfer needs.

**2.6.3 Planned activities**

Investigate need for training course or extended workshop



## 3 Sponsor servicing programme

---

Elements of the sponsor servicing programme are:

- Visit schedule: a schedule for visiting all sponsors on a regular basis: at least once every 6 months
- Secondment: for periods of typically no less than 1 year.
- Team member exchange: for periods of upto 2 months
- Visitors: for periods of upto 2 or 3 weeks
- Visits: typical duration of 1 to 2 days
- Personal contact: a personal contact to act as official liason person for a particular sponsor.
- Adoption of prototypes built by ANSA staff
- Management Committee meetings
- Techncial Committee meetings
- Technology transfer plan: Maintain and update as needed

Not all elements are appropriate to all sponsors. There may be other, yet to be discovered, forms of interaction and technology transfer which could be exploited.

### 3.1 Bellcore

---

#### 3.1.1 Recent history

Bellcore's secondees returned in September 1994.

Bellcore have taken on the MatchMaker software and use it in experiments (contact Nancy Griffeth).

#### 3.1.2 Current status

Bellcore has gone through two major reorganisations and this has changed quite a few of the contact points, many of whom have left Bellcore.

#### 3.1.3 Planned activities

Bellcore consultancy days are to be used to scope out and prepare the plan for TINA consultancy which in turn is to be delivered via APM BU.

---

## **3.2 BNR**

---

### **3.2.1 Recent history**

We held a workshop at BNR in January 1995. There was little follow up apart from documents on remuneration which were sent to Alastair Tocher. The workshop happened in the middle of a major reorganisation.

Consulting: GXL has been advising on real time aspects of ORBs since then (contact John Nicol) - 10 Feb.

Technology transfer: Some joint thinking on gateways and monitoring (related to transactions) was done by YH with JPW.

### **3.2.2 Current status**

After reorganisation, the distributed systems group at Harlow is now very small (about 5).

### **3.2.3 Planned activities**

---

## **3.3 BT**

---

### **3.3.1 Recent history**

Agreement has been reached on the principle of staff exchanges. A meeting was held at BT early March to introduce their team to us.

APM have provided several training courses to BT Labs staff as well as product groups. This comes officially under BU activities, but is proving valuable in that some follow up consultancy is coming our way. This helps to expand our interface into BT.

We already provided consultancy on Internationalisation in March 1995 (CMM) - (BT contact Christine Rigden).

We also provided details on distributed systems testing (CMM)

### **3.3.2 Current status**

We are ready to receive BT staff as visitors, but the process appears to be stuck at Martlesham.

BAFC and AM are making contact regarding Web related activities. MDRB has contacts regarding BT's use of MatchMaking Services (BT wants to move it to Oracle).

CMM has a contact with Richard Swayle to provide a consultancy day on real time issues.

### **3.3.3 Planned activities**

Rvdl: Revive the staff exchange process by calling Steve Rudkin.

CMM: press on with RT consultancy.

### **3.4 France Telecom**

---

#### **3.4.1 Recent history**

There has been close cooperation in the area of ODP (standards) and the design of synchronous programming for DIMMA.

#### **3.4.2 Current status**

Current cooperation is centred around ReTINA.

We are in the middle of negotiating a training package (via BU). We hope it will lead to consultancy days as it did with BT.

#### **3.4.3 Planned activities**

### **3.5 GEC Marconi**

---

#### **3.5.1 Recent history**

Traditionally we have been able to provide DT with a validation service for GEC projects. DJO spent a day in Portsmouth in January (?).

In May we talked to a group from GEC-Marconi Research Centre (Chelmsford), who are preparing an architecture for avionics. ANSA is seen as very relevant and the relationship with this group could be much more long term than what we are used to from GEC contacts.

#### **3.5.2 Current status**

Initial visit took place and we are poised to follow up with further visits and move towards workshops or training.

#### **3.5.3 Planned activities**

Sharpen up on objectives for follow up activities. RvdL to call Dave Jibb. Dave Thewliss will contact their Technical Director to cement links at management level.

### **3.6 GEC Plessey Telecommunications**

---

#### **3.6.1 Recent history**

We helped perform a port of an early version of ANSAware/RT to LynxOS. GPT staff (Malcolm Vanston-Rumney) worked at ANSA over a period of three weeks (September 1994).

#### **3.6.2 Current status**

Atmosphere of mutual interest is not taken any further.

#### **3.6.3 Planned activities**

RvdL to see Neil Mason, Peter ?, Howard Green.

---

### **3.7 Hewlett Packard**

---

#### **3.7.1 Recent history**

Contacts at multiple levels:

- AJH Foresight effort part booked as HP consultancy
- AJH/NJE visits to Bristol
- frequent HP staff visits to Cambridge UK

No need for workshops or training.

HP shadow our FTP server internally.

We have multiple champions and contacts: Bristol, Palo Alto, Chelmsford (US), etc.

Joe Sventek has taken the MatchMaking Service and adapted it to HP needs.

We organised a workshop on real time ORB's (ORBlite discussion).

APM is involved in two FP IV project proposals with HP.

#### **3.7.2 Current status**

Most formal and informal contacts continue without a formal plan.

We are awaiting a decision on HP ORBlite.

NJE secondment will end in July 1995; no replacement is likely.

#### **3.7.3 Planned activities**

Without a secondee it will be necessary to plan technology transfer more carefully.

RvdL to poll Bristol and US contacts.

---

### **3.8 ICL**

---

#### **3.8.1 Recent history**

Part of AJH Foresight meeting effort gets booked to consultancy for ICL.

On numerous occasions we have provided consultancy for ICL:

- CORBA Interoperability (Fall 1994)
- JBB NTT presentation (Feb 1995)
- OMG security document review (Feb 1995)
- DMAT proposal work (BU)

#### **3.8.2 Current status**

ICL's secondee was originally to return end Feb 1995. Pending DMAT work he remains at APM.

There exists a good relationship between the DAIS group and the ANSA team. ICL uses all its consultancy without formal planning.

**3.8.3 Planned activities**

Keep track of consultancy.

**3.9 IONA Technologies Ltd.**

---

**3.9.1 Recent history**

IONA have been preoccupied following up developments in OMG.  
We have not tried hard enough to push technology their way.

**3.9.2 Current status**

IONA is poised to leave the consortium.

**3.9.3 Planned activities**

none

**3.10 Open Connexion**

---

**3.10.1 Recent history**

OC was in receivership. No fees have been received for some time.

**3.10.2 Current status**

Shane McWhinney contacted us recently.

**3.10.3 Planned activities**

Await payment of fees.

**3.11 Prism Technologies Ltd**

---

**3.11.1 Recent history**

We have provided expertise for the OpneTP project, first via JPW, then via RTOR.

**3.11.2 Current status**

PRISM have pulled out of the consortium.

**3.11.3 Planned activities**

none.

