Collaboration Services

Formation → Standards → Market Impact

Need to collaborate on standards and best practices?

The Open Group has more than 25 years of experience and knows how to help you get through every phase of collaboration by providing support, guidance, proven processes, and templates for each stage of your journey.

Let us help you.

When forming and operating a collaborative venture such as a consortium, there are numerous legal, business, IT, and staffing decisions to be made – all of which can have lasting ramifications down the road. The Open Group's Collaboration Services can help you throughout the lifecycle of your consortium to deal with these decisions quickly and effectively, helping grow your membership, allowing you to focus your energies on solving your real business problems in your marketplace, and helping your consortium with Making Standards Work®.

Forming a standards development organization or best practice group?

Let us help you focus on the real work of your consortium sooner and not worry about all of the start-up details. The Open Group has all of the resources, templates, IT infrastructure, and experience to help you minimize the time it takes to establish your consortium's strategy, business plan, charter, structure, systems, processes, and critical mass of initial members, so that your group can quickly address the real reason you came together in the first place.

We understand that consortia are made up of stakeholders with similar objectives but differing opinions; often they are a group of competitors working together with each other and perhaps even with their customers. The Open Group way is effective, fair, and neutral and based on open processes and governance to ensure that no particular party has an unfair advantage, while still allowing members sufficient control of the results.

In fact, we make getting started so simple that we will provide you with the use of our web-based consortium management tool – Plato – for free. Contact us to see if you qualify.

Developing industry standards or best practices?

Apply our proven, open, fair, and neutral review and approval processes to your projects and reduce the time to create, or adopt and adapt best-of-breed standards and best practices. The Open Group has the technology, tools, processes, and experienced staff to move your group along to consensus and then to market the results of your collaboration.

Our experience includes the development of:

► Standards, Specifications, APIs
► Best Practices
► Skills Standardization
► Open Source Collaborative Projects

THE Open GROUP
Making standards work®

www.opengroup.org/collaboration-services

Collaboration Services

Formation ➤ **Standards** ➤ **Market Impact**

Want your standards to impact the market and your best practices to improve operations?

Once your consortium has developed its standards and best practices, The Open Group can work with customers to stimulate demand for conforming products, with suppliers to assure technical interoperability, with practitioners to assure conformance in best practices, and with media to promote visibility. These services result in reduced customization costs, decreased risk, and increased operational efficiency for all constituents.

➤ Customer Adoption

One of the most effective ways to facilitate market adoption of standards is for customers to require, through their procurement process, that vendors' products comply with the standards. The Open Group can assist this process by helping customers establish procurement best practices that require conformant technology in their RFPs.

➤ Implementation Tools and Workshops

Another significant piece of market adoption is implementation. After standards have been approved, experience has shown that there is significant need for additional training on implementing the standards. The Open Group can work with your consortium to create workshops that educate vendors and customers on the best way to implement the standards and best practices, offering a way to reduce their training costs, decrease time and resources spent on implementation, and reduce the risk of implementing the standards and best practices incorrectly.

➤ Certification and Testing

Certification provides assurance of standards conformance and shows vendors' confidence in, and commitment to, their products and people. It gives buyers confidence that products they acquire conform to standards and are interoperable. For professional skills certification, it gives both customers and vendors the confidence that individuals have the skills they need and that practitioners are following best practices to get the job done efficiently and with reduced risk.

The Open Group offers a complete set of conformance services from defining conformance requirements, through development of certification policies and testing strategies, to implementing and operating effective certification programs – all while maintaining alignment with your evolving specifications and market needs.

"From the beginning of our Standards Initiative, we've partnered with The Open Group to create two best practices, three technical standards, and a corresponding certification program. Their help, guidance, and expertise in the field of standardization has enabled the lottery industry to move forward with innovation and business development – a priority for the association's members. I look forward to building on our past and current success."

Clint Harris
Executive Director, Minnesota State Lottery, and Past President of NASPL

Unlike other service providers, The Open Group is a consortium of more than 25 years' standing and has the expertise, tools, processes, infrastructure, and systems to help you make your standards and best practices work without starting from scratch.

Customers include:

- Hotel Technology Next Generation
- Schools Interoperability Framework
- North American Association of State and Provincial Lotteries
- DirecNet™
- Network Centric Operations Industry Consortium
- Open Mobile Alliance
- OpenPegasus™

For more information

- To contact the Collaboration Services Team, email: collaboration-services@opengroup.org.
- For more details on our services and clients, visit: www.opengroup.org/collaboration-services.
- For a Client Case Study showing full-cycle (formation-standards-market impact) services, see the Case Study for the North American Association of State and Provincial Lotteries (NASPL) at: www.opengroup.org/bookstore/catalog/y081.htm.

THE *Open* GROUP
Making standards work®

TOGAF™ and Boundaryless Information Flow™ are trademarks and Making Standards Work® is a registered trademark of The Open Group in the US and other countries.