



Architect of an Open World™

"Open source alternatives for enterprise content management (Alfresco)"

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**LIBERATE IT**

# Bull – the traditional OS presentation

NovaForge.org  
*beta*

OW2  
Consortium

Leading Open Source Middleware

# Bull – the unusual OS presentation

## Architect of an Open World™

An interpretation on the apropos of ECM



We experienced „bad” and „good” approaches in (ECM) introductions

I recommend a „best practice” how to introduce (ECM)

# Alfresco – a short introduction



Simple Check-In/Out and Version Control

Shared drive

MS Office and Open Office integration

Open search with Lucene

Integration with enterprise portals

# Alfresco – a short introduction



Interfaces for CIFS, WebDAV and FTP

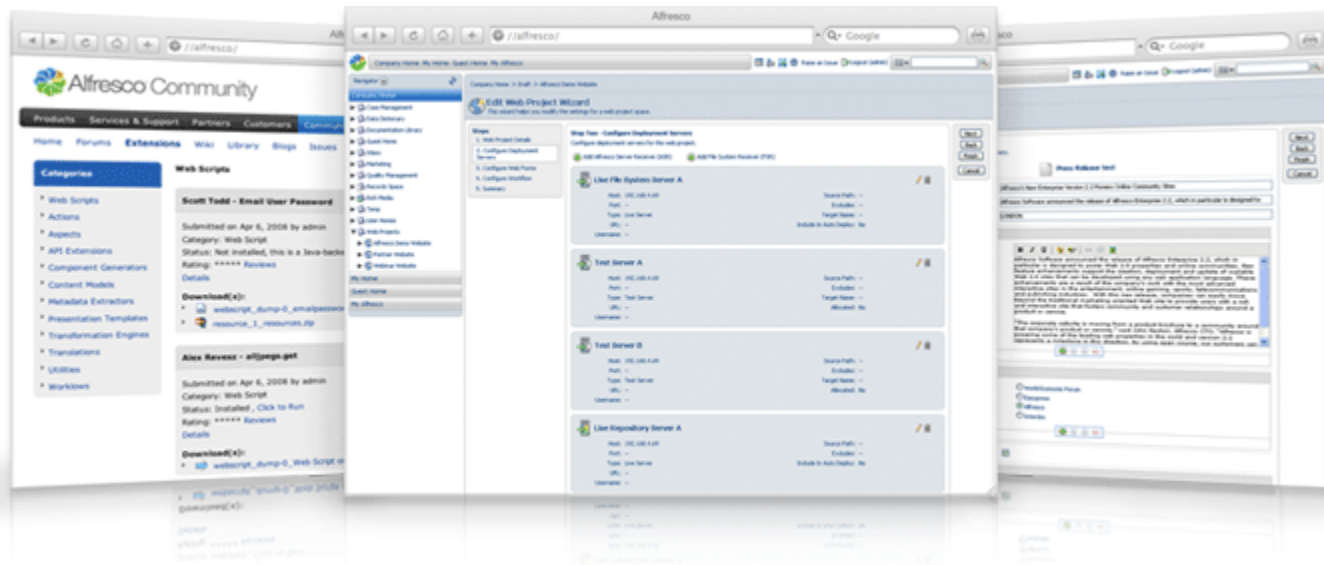
Security

Integrated workflow and content lifecycle management

Data management and Transformation Engine

J2EE based, REST architecture, Lightweight web scripts

# Alfresco – <http://www.alfresco.com>



# Alfresco – appetizer screenshots

The screenshot displays the Bull Alfresco web interface. At the top, there is a navigation bar with the Bull logo, links for 'Company Home', 'My Home', and 'My Alfresco', and a search bar. Below the navigation bar, the left sidebar contains a 'Navigator' section with a tree view of the company structure: 'Company Home' (selected), 'Bull', 'Backoffice', 'Portfolio', 'Hardware' (with sub-items 'Client Product', 'Other', 'POS', 'Server', 'Storage'), 'Software', 'Projects' (with sub-items 'Project Support Material', 'Projects by Customer'), and 'User Homes'. The main content area shows the 'Company Home > Bull' view. It includes a header with the Bull logo, a description of the view, and buttons for 'Create', 'More Actions', and 'Icon View'. Below this is a 'Browse Spaces' section with three cards: 'Backoffice' (description: 'Minden a BULL tevékenységével általában kapcsolatos anyag', date: '14 February 2008 15:18'), 'Portfolio' (description: 'A Bull Magyarország által kínált HW és SW megoldások', date: '14 February 2008 15:18'), and 'Projects' (description: 'A Bull Magyarország projektjei', date: '14 February 2008 15:19'). Each card has a 'Page 1 of 1' indicator. Below the 'Browse Spaces' section is a 'Content Items' section, which is currently empty, with a message: 'No items to display. To add an existing document click 'Add Content' action. To create an HTML or Plain Text file click 'Create Content' action.' and a 'Page 1 of 1' indicator.

**Bull**

Company Home My Home My Alfresco

Raise an Issue Logout (molnar)

Company Home > Bull

**Bull**

This view allows you to browse the items in this space. (0) Create More Actions Icon View

**Browse Spaces** Items Per Page 9

**Backoffice** Minden a BULL tevékenységével általában kapcsolatos anyag 14 February 2008 15:18

**Portfolio** A Bull Magyarország által kínált HW és SW megoldások 14 February 2008 15:18

**Projects** A Bull Magyarország projektjei 14 February 2008 15:19

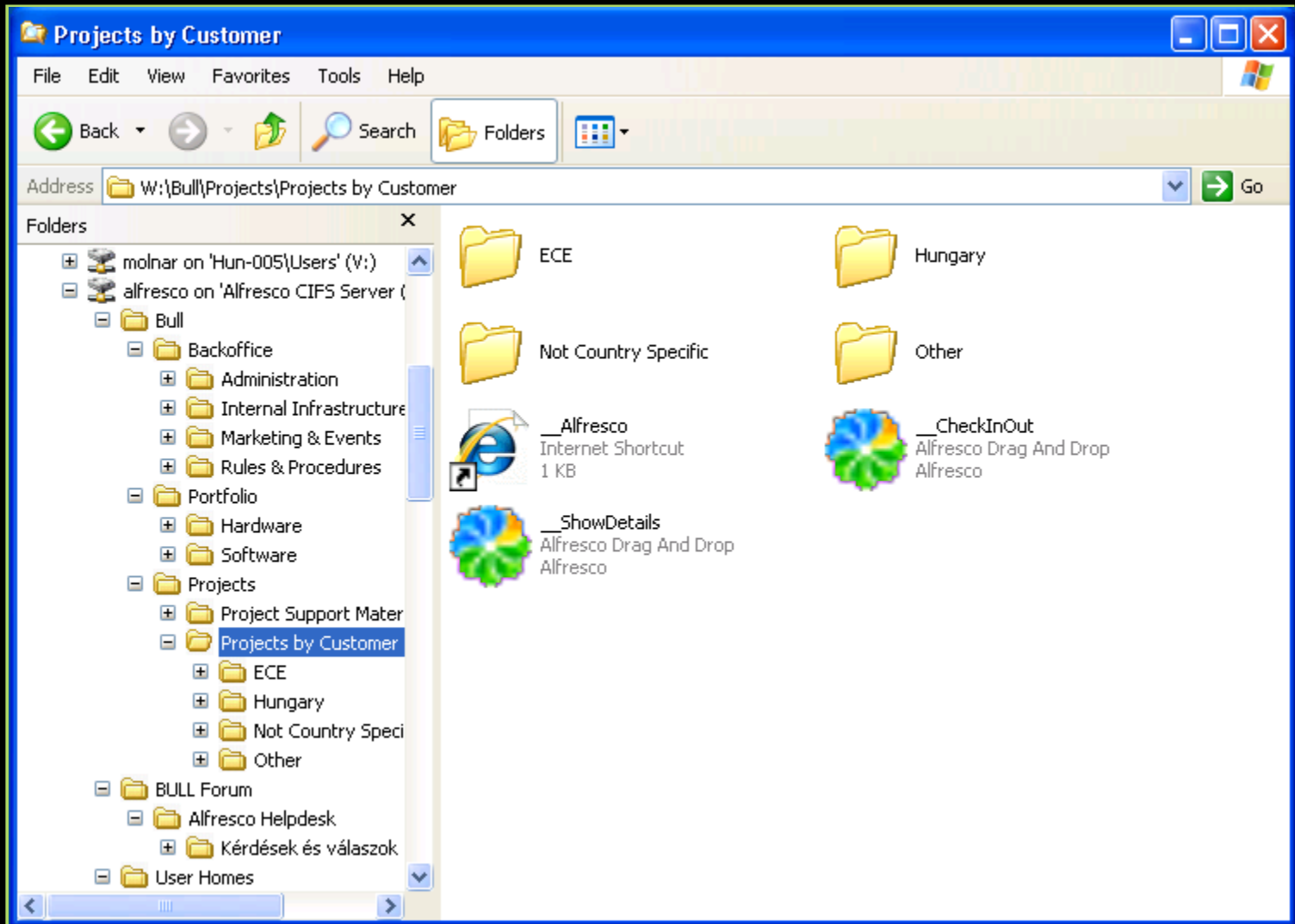
Page 1 of 1

**Content Items** Items Per Page 9

No items to display. To add an existing document click 'Add Content' action. To create an HTML or Plain Text file click 'Create Content' action.

Page 1 of 1

# Alfresco – appetizer screenshots



# How not to do – the „classical” approach

The first customer – The professional IT

A two years long internal survey to find out what the users expect from a document management system and to create the best specification

No knowledge of document management means makes it impossible to find out the right needs without seriously touching such a system

Detailed and expensive specification. 100% must be fulfilled according to the contract but 80% seemed to be not the best solution at the end

2% of the functionality was difficult to be built into Alfresco but there would have been better alternatives.

No chance to add the built in extra features. Long-long introduction.

# How to do – the „open” approach

The second customer – The practical IT

Testing in a free hosted environment by the IT crowd. A few days Bull support (evangelisation)

A free installation with some pilot customisation (e.g. workflows) Starting to use in „productive” environment (hosted for smallest risk and investment)

Teach the personnel what content management mean. Open their eyes. Give them the experience of the „miraculous vacuum cleaner shopping” feeling

After the solid establishment of ECM notions in the heads a large installation for the friends of the system

Bull with its consulting services extends the system no such requests that would be expensive to be built into the basic system

# The advantage of the „open” approach

Might be a real advantage against traditional competitors. No licencing shock, no „wait for the new release” shock, no migration shock,

No financial risk for the customer if there is a free hosted trial system or hosted pilot system

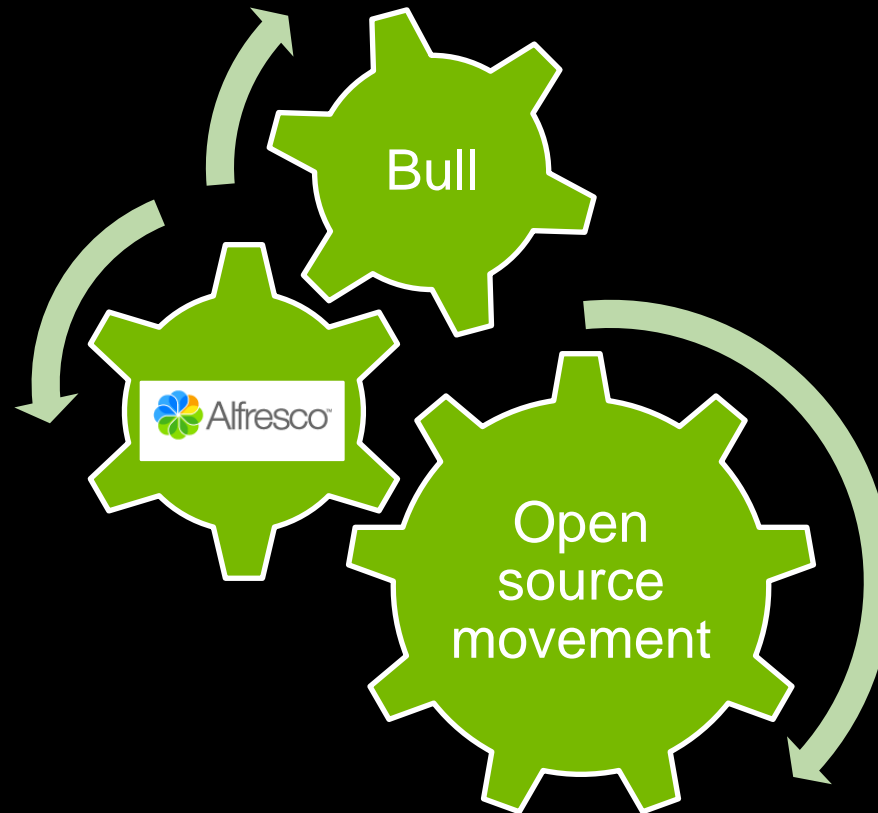
Less risk for the integrator. The processes will align to the software not on the contrary.

Faster cheaper and more straightforward specification process for the customer

Can avoid competition. The customer uses the system. They will not buy licences but consulting for a certain product

The internal PR of IT will be much better with fluent introduction

# Bull – Architect of an Open World™





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