

CAS Software AG

"Well Informed. Always and Everywhere."



Project Idea

ENATRAIN

Enabling Transformation by collaborative Innovation

NMP-2008-3.1-1 Transformation strategies for SMEs
in turbulent global market environments



CAS Software AG and its Project Experience

1. Core Competence of CAS

- CRM-Market Leader in Germany (Genesis World)
- Flexible Groupware Concept = Essential software for collaboration of companies

2. EC-Project Experience

- Burma X (STREP) : business relation management
- Athena (IP): enterprise interoperability
- VO-map (NOE): virtual organisation map

3. National level

- Arbeit@VU: virtual enterprise (BMBF)
- Organik (FP7 Capacities): distributed knowledge management

Overall about 50 R&D projects in 15 years (coordinator, partner)

Proposal/Project Idea I

1. Need for the project

- Big Companies **reduce vertical integration**
=> New opportunities for SMEs if they react adequately
- **Global distribution/competition** (technical, economical)
- Evolution of next computing era is proceeding fast leaving **spare time for SMEs to react**

2. Objectives

- SMEs manage opportunities by **networks of smaller businesses** working in open collaboration to form a value system
- Network of companies, **including customers** for co-innovation
- **Tools** for Transformation
 - Scientific background of Tools: **Methods**
 - Validation of tools: **Best practice**

Proposal/Project Idea II

Relevance to the Call with clear reference to the topic(s) addressed

NMP-2008-3.1-1 Transformation strategies for SMEs in turbulent global market environments

- ... „determining the required competences and mechanisms **to form cooperative transient production networks** increasing the range of business opportunities“
- ... „generating **tools and techniques** that support transformation“

Scale

- Budget: ~ 4 mio. €
- Duration: 3 years
- Number of partners: 9-12

Additional Expertise needed

1. Existing Expertise

- Creation of collaborative networks (scientific and practical)
- Collaborative product/process design with customer implications
- Industrialization of service production
- Enterprise information systems

2. Gap

- Institut-es/-ions with expert knowledge in demand of SME-branches

3. Contact Name and Address

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