

Open Source Victory

Blue Fountain Systems has overcome stiff competition from IBM and NEC to win a contract from Koito Manufacturing Systems. The contract will require BFS to develop a state of the art portal system to link Koito's European based manufacturing plants with leading car manufacturers.

The system will handle over 13,000 orders daily from 20 customers and will be required to generate purchase orders, handle warehousing and shipping details and raise the relevant invoices.

The system will be built using open source technology and this played an important role in the decision. Since open source does not require additional license fees or any expensive hardware, we were able to price the project at a 1/3 of the cost of the other companies. Our bid was also helped by the fact that we are already delivering mission critical systems to Tier #1 supplier's within the automotive industry.

A Virtual Warehousing System

Introducing the CROCUS System 1

BFS have developed a state of the art virtual warehousing system for Toyota. The product, code named Crocus, controls the stock levels and locations of all the car parts required by the various Toyota factories based throughout Europe.

The system displays data taken in from the Tier #2 suppliers. This data is then available to personnel of Toyota who can find and track the location of parts, where they have come from and to which factory they are destined.

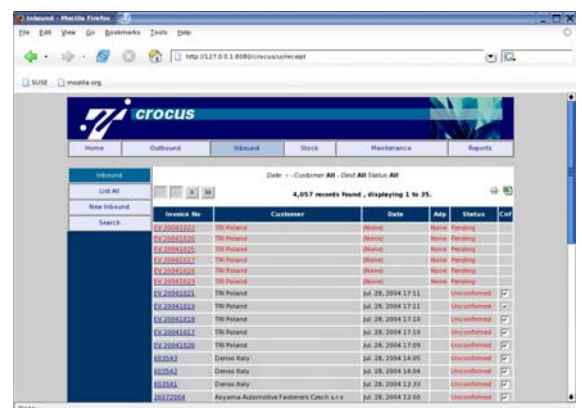
A second updated version of this system is currently being designed which will add significantly to the core functionality of version 1.

In This Issue

European Movement Web Site	2
Toyota Wheel Assembly System	2
Introducing Blue Box Solutions	2
MSI opts for Open Source	3
New Dealer System for Suzuki	3
Open Source Update	4
Office move in Liverpool	4
BFS win in Merseyside	4



The new contract complements recent wins by Blue Fountain for contracts from CHRE & Toyota. Said Aidan McGuire "Open Source is now competing head on with business and mission critical systems".



TELL US WHAT YOU THINK & WIN A CASE OF WINE!

We have recently launched a new web site and we would really appreciate any feedback or comments you might have on it.

The best comment or suggestions will receive a case of wine. All comments can be logged at www.bluefountain.com/feedback

New Strategy for the European Movement



The cross party organisation the European Movement recently approached Blue Fountain for help designing and implementing their new web strategy. The strategy includes the launch of an updated content management web site which will provide 2 main functions:

1. To provide information to anyone interested in Europe including leading articles and details on key European topics.
2. To provide a range of membership services including discussion forums and easy access to campaigning tools.

The site has been designed to operate at three levels – nationally, regionally and locally at branch level. By opting to use open source and Plone, local activists can be directly involved in publishing to their own local site making the whole thing dynamic and relevant.

“The new web site will provide a valuable and powerful tool in the coming referendum campaign”

Blue Box Solutions

A Range of Hosted Linux Services

BlueBox is a service and product range available from Blue Fountain. The range is based on a pre-built server running Linux, that is available at a low cost monthly rental. An extremely cost-effective server solution, BlueBox is the result of extensive research and development. Clients with Blue Box installations are on record as having systems with 99% up-time over periods greater than 1 year.

There are a number of Blue Box options available which can be tailored to meet the requirements of most organisations.

Blue Box EX series provides for fully maintained web and mail servers.

Blue Box IX series is intended as a ‘perimeter’ server providing a Gateway between the Internet and a Local Area Network.

Blue Box FX series is primarily an internal file and print server

Mission Critical Wheel Assembly

Blue Fountain Systems has become one of only 3 sequence suppliers to Toyota Motors in the UK having delivered a new mission critical system for wheel and tyre assembly to the car manufacturer. The system has been integrated fully within Toyota’s internal systems and allows the supplier continually and reliably to meet Toyota’s 3 hour turnaround schedule.

“Blue Fountain was 100% clear on the implications that the success or failure would have on our business.”

The new system includes 2 main elements - an ALC (Automatic Line Control) system and EDI. All data is written into PostgreSQL, a database that is quick and flexible ensuring that data can be stored reliably and reported back on easily. Python handles all incoming signals with core signal verification and processing. It also allows all information entering the system to be exported both to users (within Excel or to compatible spreadsheet formats) and to external systems using industry standard EDI technology. Zope is employed for both maintenance and reporting functions to provide an easy to use interface for staff members within TTAS. The use of a web browser interface ensures that the system can be operated from any terminal within the office and monitored off site if necessary.

The sequence processing application is linked throughout to match to a particular vehicle on the production line.

Open Source Mail Solution for Mitsui Sumitomo Insurance

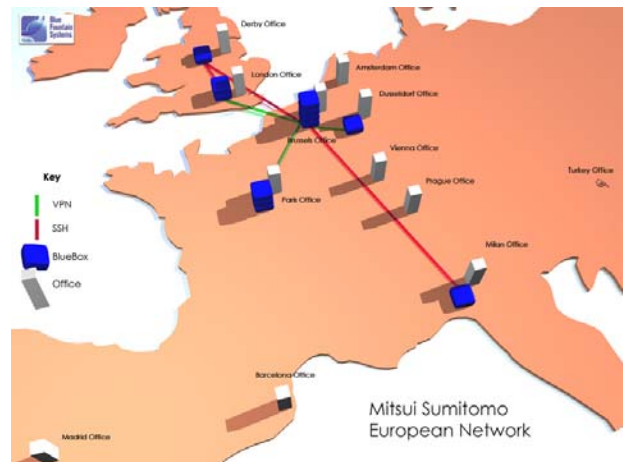
Global Insurance company MSI have opted to use an open source framework as the backbone of their new European wide communications system. The system was designed and deployed by Blue Fountain Systems and replaces Lotus Notes as the companies system both for internal and web based mail.

John Harrington IT Manager of MSI (Europe) said, “The decision to move to open source was a commercial rather than a technical decision and was based on 3 key criteria: security, stability and cost. Cost was a major factor because we had to carefully consider the TCO (Total Cost of Ownership) argument in the context of a network of European Branch offices with limited IT skills. He added, “The decision was also helped by the good business relationship that we’ve built up with Blue Fountain, who are the market leaders in this area. All the projects they have carried out for us in the past have been delivered as promised, on time and to the agreed budget.

“The decision to move to open source was a commercial rather than a technical decision and was based on 3 key criteria: security, stability and cost”.

Blue Fountain Systems Director of Operations John Breckon added, “This system provides MSI (Europe) with a secure, responsive, reliable, functional e-mail system that supports multiple character sets including Japanese that can be accessed both from the internal network or remotely using a secure web interface. The end package is transparent to the users saving both working time and money.”

In addition to e-mail MSI Europe have also put in place a core structure necessary to implement a secure WAN/VPN environment which will allow the secure sharing of data, the deployment of Europe Wide Applications and a central repository for commonly shared data. As with e-mail MSI Europe wanted to utilise a low cost alternative to those currently available from Microsoft.



New Dealer System for Suzuki Motors

Blue Fountain have just finished working on a totally new type of dealer management system for one of the world’s leading car manufacturers Suzuki Motors’. Suzuki Motors is Hungary’s number one car manufacturer producing the award winning Wagon R at its Estergom plant on the River Danube.

The business critical system, based solely on open source technology, delivers all of the main car dealer functions in one secure web based environment. The system allows dealers to order cars on line directly from the factory. These orders are based on stock and future production. Other uses of the system include checking and ordering spare parts, making warranty claims and providing new vehicle registrations. The system is now used by all of Suzuki Motors 120 dealerships based in Hungary.

One of the main attractions to Suzuki Motors’ of using open source technology was the lower cost of the system since open source technology removes the need to pay licence fees. Another key aspect is the openness of the software that means that any amendments or modifications can be undertaken easily. The system, which is enterprise class, was initially developed for Euro 60k with on going support costs of Euro10k

Open Source Update

PLONE TRAINING

BFS have launched a series of scheduled Plone training courses in the UK and Europe.

The courses titled “Developing Sites with Plone”, will be given by Andy McKay from Enfold Systems, and author of “The Definitive Guide to Plone”.

Andy said “The aim of the course is to take a user from Python, through the installation of Zope to the building of products using Archetypes”. He added, “At the end of the course a person will be able to create content and document management systems using open source technologies.

ZOPE UK ASSOCIATION LAUNCHED

BFS were the main sponsor at a wine reception held within the House of Commons earlier this year, which marked the launch of The Zope UK Association.

The Association, which is the first trade organisation for open source software companies within the UK, has the main aim of promoting open source in general and Zope, Plone and Python technologies in particular.

ZOPE SOLUTION PROVIDER’S CONFERENCE

Hosted by the Zope UK Association in partnership with Zope Corporation, this one-day event provided a platform for the promotion of Zope-based open source technologies within the UK.

Rob Page CEO of Zope Corporation stated, “It is important that we build a global strategy for the development of Zope as an industry standard. By bringing together the leading organizations in the UK we hope to develop working protocol which will allow everyone to maximize the potential of Zope”.

If you have any comments on this newsletter or if you would like further information on any story, please:

e-mail: info@bluefountain.com
or
call: 0870 0202 111

BFS Move to India Buildings



“Liverpool is fast becoming the open source capital of Europe”

Aidan McGuire stated “Liverpool is a great location to work. There is a real sense of vibrancy about the city with the whole place gearing up for 2008 when Liverpool will be the European Capital of Culture”

BFS awarded Greater Merseyside Enterprise Supplier Status

Blue Fountain Systems can now offer SME companies in Merseyside a 40% subsidy on project costs as part of the Objective 1 funded program administered by SME and Business Link. The subsidy is available to all SMEs to support business growth and will mean that any company considering a move to open source or who are interested in implementing a Supply Chain or Content Management system from us will be able to do so at a reduced cost.