

1755 IBM SOA and WEBSHERE Coscon

Chen, Huaihai = CH
Du Yujie = DY

BEFORE

CH COSCON is China's biggest container shipping company, mainly doing business in the container shipping industry. We currently have 120 container vessels, with over 300,000-container shipping volume.

DY Before adopting SOA, our project development, especially EDI project development was quite messy.

CH there were 21 different categories of applications, with different architecture and development languages, being deployed on different servers. This would cause us (problems).

DY it was overly scattered, too slow in response and very low in development efficiency. The communication between business personnel and IT staff was not good, either. Our future extendibility was quite poor as well.

CH customs in many countries impose new regulations. If our IT system cannot quickly adapt to these requirements, our goods may not be able to reach the destinations, or even not able to board.

DY The demand changes can be as quick as one change in every 2-3 days.... as developers, we felt swamped by these changes.

CH Usually for implementing a location, the EDI team would spend 2-3 months.

AFTER

DY after adopting SOA, we've integrated all these processes. We can, after simple configuration or modification, quickly respond to demand changes and meet client requirements.

CH Currently, it's very quick for us to add a port and submit a report. In probably only 2-3 days ... So comparing with before, this is a tremendous change.

DY we only need three servers, one system. We thus saved a lot of manpower and materials, both on development and maintenance. And we greatly improved development efficiency.

CH Based on such open standards and open platform, technically we can ensure that our EDI platform is extendable both horizontally and vertically, easily upgradeable

DY it helps our business personnel to communicate with IT staff, and better understand the IT system. The IT people can also better understand business operations.

CH COSCON is able to respond quickly, more than other shipping companies. This way we can win more clients, and can leave a better impression about COSCON with customs. This is very important.

DY When we saw IBM's SOA solution, we felt that most of our IT problems could be solved easily. We also think highly of SOA's extendibility. Not only on the IT level, but also on many business levels, this could be a customized service to our company.

CH it was only IBM that really formally proposed such concept of SOA, while other companies we selected just presented more like a set of software package, which we can just take and use, rather than meeting our expectation of easily realizing our needs by assembling the processes or by reusing previous modules.

DY In implementing SOA, IBM experts gave us tremendous help. It was mainly in that they guided us on how to sort out the business models that fit the SOA framework.

CH When we work on the EDI project, we would often like to say that we are one team with the IBM team.