



Portals Implementation Strategies



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Topics:

- ▲ Current Portal drivers and benefits
- ▲ Portal implementation trends in Israel
- ▲ Vendors map
- ▲ Standards adoption
- ▲ Israeli Best Practices
- ▲ TCO Overview
- ▲ Recommendations

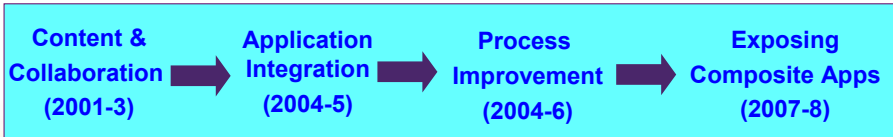


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What are the Current Drivers to a Portal Implementation?

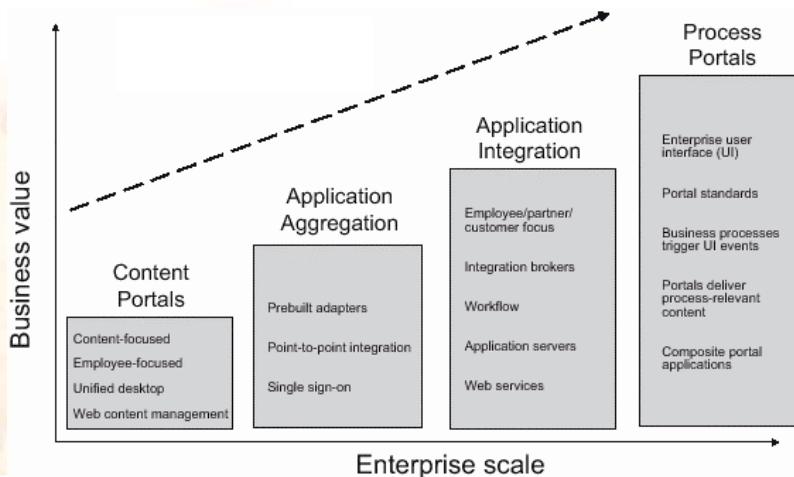


- ▲ Content and Collaboration are no longer the driver
- ▲ Process improvement is the main driver

75% of large organizations are already using Enterprise-wide Portals



Business Value of Portals





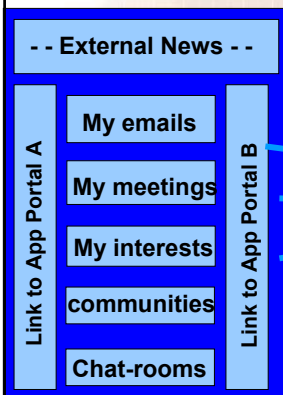
Portals Benefits

- ▲ Increased personal and organizational **productivity**:
 - ▲ Reduced Process Complexity
 - ▲ Ability to expose services (BI, KM, information aggregation) to more users
 - ▲ Excellent enabler for KM services
 - ▲ Efficiencies in distribution of information
 - ▲ Improved organizational communication
 - ▲ Employee self-service

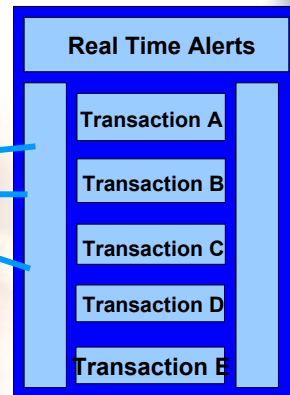


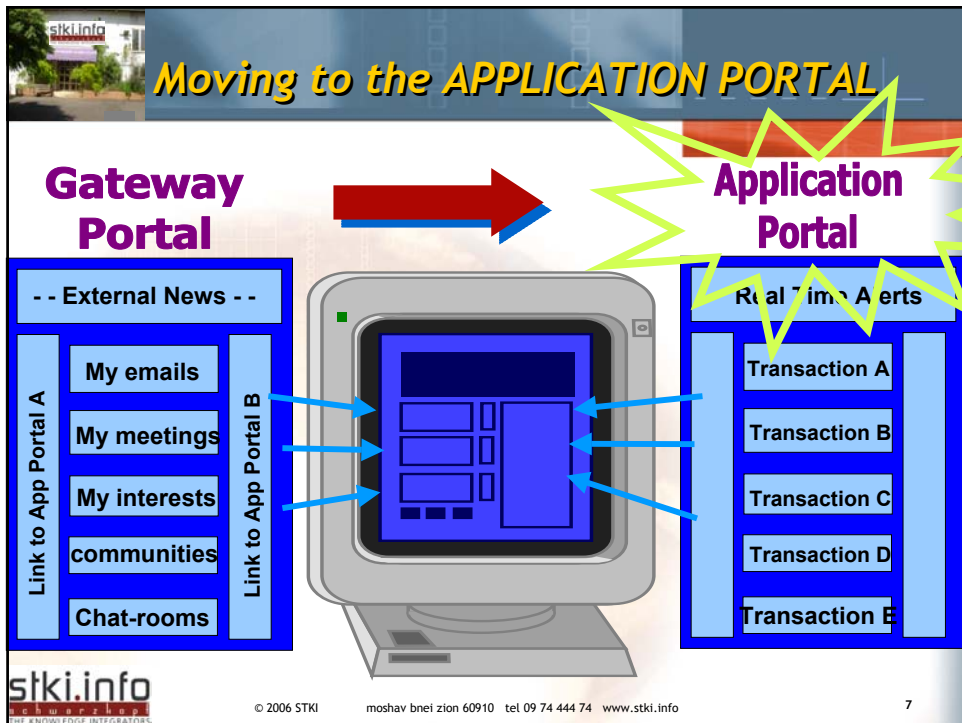
GATEWAY vs. APPLICATION PORTAL

Gateway Portal



Application Portal







Portals Current State in Israel

- ▲ Most organizations already implemented Gateway Portals (75%)
- ▲ Organizations are building **Application Portals** in various areas (HR, Procurement, IT Portal, BI Portal, Projects...)
- ▲ Main driver: reducing process complexity



Portals Expected Trends in Israel

- ▲ Organizations will most likely end up with more than 1 portal
- ▲ “Application” Vs. “platform” portals: usually both!
- ▲ 1st phase is almost finished in many organizations
- ▲ Organizations are moving to the 2nd phase - connecting portals to processes
- ▲ Integration of Portals will begin
- ▲ Next step will be using portals for delivering composite applications





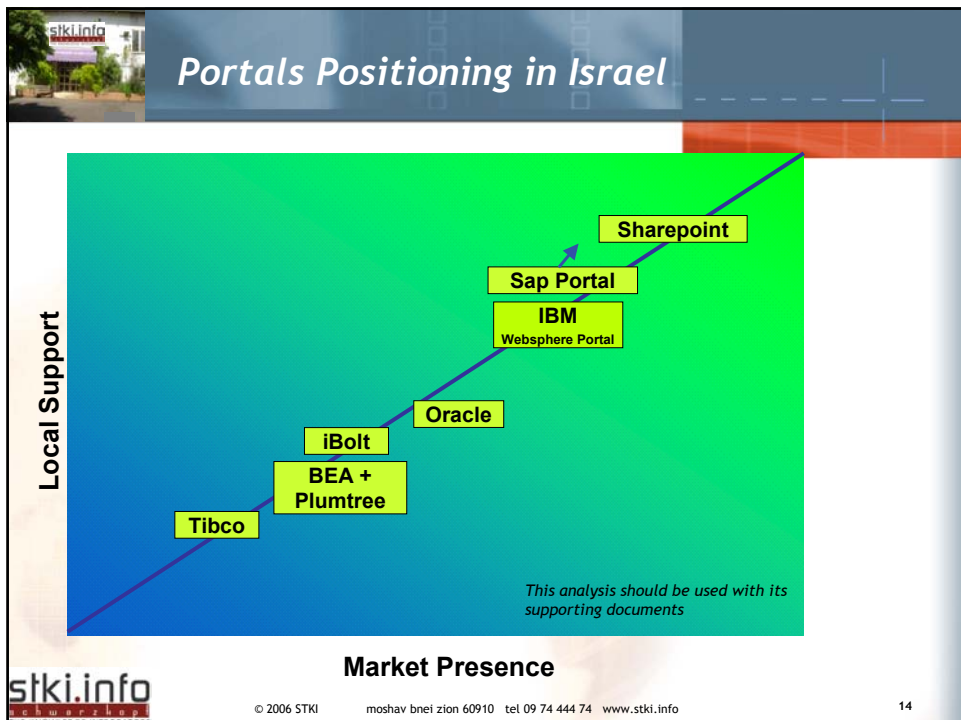
How do these trends affect the vendors Map ?



2 Types of Vendors



Portals: Players in Israel			
Company	Product Name	Integrators	Customers (partial)
IBM	Websphere Portal Workplace Services Express	IBM BCS, Matrix, Risotech, SPL-Idor, KITS, Midlink, CIS, C-soft	Bank Hapoalim, DBQ, Yad Vashem, RAD
Microsoft	SPS (Sharepoint Portal Server)	Matrix, Team (Malam), SPL, NIA, Elad, Ness, SQLink, Bynet, We!.....	IAI, Bezeq, IEC, Amdocs, NICE, Pelephone, Cellcom
ONE1	BEA (+Plumtree)	ONE1, Mckit, HP, e-Wave	
Oracle	Oracle Portal	Matrix, eWave, Coral, Taldor, Daemon, Unitask, Team-Malam, Qesem	HOT, Teva, Pelephone, Bank Israel, Rafael, Motorola, Galam, Wisman
Ness, SAP Portals	SAP Portal	Ness, E121, EDS, IBM, SRL, Advantech (Sappro), HP	Dead Sea Works, Supersol, MOD, Cellcom, Navy, Bank Mizrahi
Matrix	Vignette, Peoplesoft Portal	Matrix	
Sun	SunOne Portal	Sun	
Magic	iBolt Portal	Webshark, Kahona	IEC, PazGaz
Yael Software	Tibco Portal	Yael	
Intlock	Cardiolog (Portal Analytics for SPS, WPS, SAP Portal etc)	Intlock, NIA, Matrix, Omnisys	
K2K	Homes (Usability & Accelerator)	K2K, HP...	





Portal Standards



Portal Standards

Standards are supposed to allow the “Plug & Play” vision for Portals and reduce the risk with choosing a Portal Framework

- WSRP
 - The only standard that works on MSFT + Java based
- JSR168
 - Only for Java based portals
- Web Parts
 - Used only by Microsoft

No REAL inter-Portals integration YET
WSRP and JSR are rarely examined



Issues to Consider Before Product Choice is Taken

- ▶ What are the requirements?
- ▶ Gateway vs. Application Portals?
- ▶ What horizontal services are most important (integration, collaboration, documents)?
- ▶ What are the organization's existing development skills? (Java, .Net)?
- ▶ What degree of user independency is required?
- ▶ Short term and also long term plans
- ▶ Custom vs. Packaged Integration



Israeli Best Practices



Israeli Best Practices

- ▶ Invest initial work in adapting the portal infrastructure to the organizations' needs (ready-made developments vs. home-made?)
- ▶ Flexibility is good, but the trade off is lack of standardization (difficult version upgrades)
- ▶ Delegate content creation as much as you can
- ▶ Designate people to update the portal (it's never going to be enough)
- ▶ Document management is a DIFFERENT project
- ▶ Combining different portals is very hard (consider standards ahead of time)



TCO components

- ▶ **Hardware and Networking (<5%)**
SPS will require a greater number of inexpensive servers while WPS requires fewer but more powerful servers
- ▶ **Software License and Maintenance (25%)**
Initial purchase costs and ongoing maintenance costs vary based on pre-existing relationships
- ▶ **People (70%)**
The largest TCO differentiator is the time required by employees or contractors to initially set up the portal and integrate necessary systems, and also the on-going effort of updating the portal



Recommendations:

- ▶ Differentiate between different portal needs:
Gateway Portal and Application Portals
- ▶ Point-specific portals provide the highest value
- ▶ One technology isn't always going to be the best one to do everything!
- ▶ Standardizing on application Portals is probably not a real option
- ▶ Use standards for portal developments to minimize risk and enhance interoperability between portals



Thank You !

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