

# CompTIA Overview

Grenoble, France  
Hosted by Hewlett Packard  
23-24 February 2005

# Profile

- Not-for-profit IT trade association
- Supports and represents more than 20,000 worldwide companies in the global ICT Industry.

# Profile

- Provides a unified voice for the industry in the areas of:
  - E-Commerce
  - Services & Support Section
  - Public policy
  - Convergence (Voice Over IP)
  - Technical Certifications (A+, Network+, Project +, Security +)
  - IT Training & Skills Assessment

# Benefits

- Full spectrum CompTIA Membership Privileges
- Access to CompTIA events
- Access to CompTIA sponsored research
- Networking with industry leading Executives
- Provide input and gain exposure to newly developing industry best practices and standards
- Discounts on certification exams

# Meeting Legal Requirements

- Trade Association Umbrella Protection
- No Agreements that affects competition
- No discussions on:
  - Price, costs, discounts
  - Sales quotas, territories or market share
  - Specific company statistics, inventories, merchandising
  - Commercial warranties, guarantees, terms
  - Conditions of sales, credit or transportation
  - Trade abuses or controlling competition

# CompTIA Research

- We give members a voice in what research is conducted...part of the research process
- We provide in-depth information on topics relevant to their businesses
- We present ideas for new business opportunities
- We provide indicators of future business growth areas

# Primary Research

- Primary Research
  - Our research team conducts primary research to deliver insightful information on *major* industry topics
  - We do this in 2 ways:
    - By working with outside research vendors
    - By using our own research software tool
- EC Research Projects
  - Benchmarking Survey: eCommerce Partner Trading Agreements and Cross-border Invoicing (2003)
  - UK & Netherlands Resellers Survey (2004)
  - Electronic Invoicing Survey (2004)
  - Pan-European Resellers Survey (2005)
  - RFID Adoption & Workforce Development (2005)



# CompTIA E-Commerce Initiatives

Membership through Engagement

# EIDX Initiatives

- Business Process
  - Incorporate RFID to Identify ROI – Supply Chain & Manufacturing Business Process Models Guidelines and Standards
  - EIDX XRef (Cross Reference) Project provides links between semantically equivalent metadata fields across X12, UN/EDIFACT, RosettaNet, OAGIS, and xCBL, all tied together with Universal Data Element Framework.
  - Spreadsheet hyper linking to standards documentation and sample data.

# RFID Initiatives

- RFID Skills Certification
  - Establishes industry-wide, globally recognized standards of core competency levels for the IT industry
    - Close skills gap
    - Lower cost of ownership
  - Booklet – Offering RFID Solutions to the Reseller
- Identification of RFID Best Practices
  - RFID Pilot Test Toolkit: Template timeline, project plan and task descriptions
  - Supply Chain & Manufacturing (EIDX) Business Process Models Incorporate RFID to Identify ROI
  - RFID Mandate Navigator (Walmart, DOD)
- RFID IT Asset Tag Data Standard
  - A completed standard for RFID tag information, of value for ICT product support and services

# ICT Channel Forum Initiative

- ICT Channel Forum, 12 Oct 2005
- Objectives
  - Forge a More Effective Channel through Partnership, Education and Leadership
  - Help Channel Partners Improve Their Business Model
- Benefits:
  - Showcase Products, Services and Strategies to Key Customers/Partners
  - Help Businesses Sell Solutions and Services
  - Executive Roundtable Discussions on Mission Critical Issues
  - Networking/Sharing Lessons Learnt with Peers

# E-ECSB Initiatives

- EU Electronic Invoicing & VAT Compliance Requirements Publication Cornerstone
  - Provide the ICT Industry with documentation of country specific differences in the 25 EU Member States
- Electronic Invoice & VAT Task Force
  - EC Directive – National Requirements Matrix
  - Interstat Requirements
  - Develop contact network with Tax authority
- Vendor/Distributor XML Standards Task Force
  - Explore XML Standards in relationship between distributors and vendors – proliferation of XML variations used in Europe is causing problems for both.
- European RFID Task Force (In Progress)
- Interoperability White Paper (Feb 2004)



# Initiative Success

- Direction from Industry Executive Council
- Success through Task Forces
- Member Participation
- Subject Matter Expertise

# E-ECSB Executive Council

- Five Members – Elected from ICT Industry
  - Recognition as providing ICT Industry Leadership
  - Support industry-wide efforts aimed at improving professional standards
  - Promote highest levels of professional competence and business ethics
  - Set scope and direction for E-ECSB Section Efforts
  - Provide Committee and Task Force leadership and oversight
- Call for Nominations
  - Nominations accepted through 28 February 2005
  - Voting completed 15 March 2005
  - Results announced 1 April 2005
  - Elected for one-year term



# E-ECSB Charter

- Executive Council Nominations
  - Thomas Becker – Arvato Technology Group
  - Martin Power – Fujitsu Siemens Computers
  - Mairi Hayworth – GE Commercial Distribution Finance
  - Kai Haberzettl – HP
  - Si-Mohamed SAID – SAP France

# Task Force

- Develop ICT industry solutions to common problems
- Decrease costs, increase productivity, efficiency and customer satisfaction
- Ability to affect or guide an initiative to your favour
- Ability to resolve an issue for both your company and the ICT supply chain at the same time
- Commitment is 1-2 hour of task force meeting and 1+ hours outside of task force meetings



# Next E-ECSB Meeting

- 24 May 2005
  - RFID Theme
  - Location – High Wycombe, UK
  - Host – D&B
  - Subjects & Speakers – Planning now, please provide your suggestions
- Oct 2005
  - Hosting opportunity available



## For More Information about CompTIA

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# Questions & Comments