

SHARE:

[Join Our Email List](#)

The KIT – Knowledge & Information Technology

Issue No. 3 - 1 July 2009

In This Issue

[Is the Semantic Web Hitting Its Stride?](#)

[Document and Records Management](#)

[Supplier Contract Negotiation](#)

[Inexpensive Consulting by MBA Students](#)

[SOA Case Study Contest: New Deadline](#)

[Seen Recently](#)



Consulting Services

- IT Strategy
- Executive IT Seminars
- Business Process Management
- Enterprise Architecture, SOA
- New Computing Models: Clouds and Grids
- IT Innovation Roadmap
- Emerging IT Briefings
- IT Due Diligence for M&A
- Sourcing and Vendor Selection
- Security Maturity

A trip to New England two weeks ago allowed me to meet with colleagues and partners at [Cutter Consortium](#) (IT Research and Consulting), [Kiron Consulting](#) (Strategic Innovation), and [Quoin Inc](#) (Application Development for KM/ECM)/..., as well as with professors at Dartmouth College. I thank them all for their time and hope to have the opportunity to collaborate with them.

Claude Baudoin

→ Is the Semantic Web Hitting its Stride?

The Semantic Web seemed to be just a buzzword, but two recent developments hint at actual progress. First was [Wolfram Alpha](#), which answers questions requiring an understanding of units and a knowledge base of scientific and historical data ("What was the temperature in Dallas the day JFK was assassinated?"). Next is [Hunch](#), whose users can build decision trees for other users to answer requests for recommendations ("Should I buy a hybrid car?")

→ Document and Records Management

My former colleague Michael Elkins started a [blog for his company, the Kestral Group](#), which consults in these areas.

→ Supplier Contract Negotiation

As a client of a major IT vendor, how do you negotiate the final price of your enterprise contract? Even very professional supply chain personnel may not have the data or know the approaches can save you money over the life of the contract. That's when large companies like [Gartner](#) or small ones like [ForceLight](#) come in. These companies, large or small, tend to charge a percentage of the savings, making it a no-risk proposition: they get nothing if they don't save you anything.

→ Inexpensive Consulting by MBA Students

I like the "TuckGlobal Consultancy" program run by Prof. John Owens at the Center for International Business, part of the Tuck School of Business at Dartmouth. Teams of MBA students (who already had 5-6 years of business experience before starting their MBA studies) perform international consulting assignments for 13 weeks, including 3 weeks on-site, for a smallish fixed fee plus expenses. Could be as good as a major consulting firm, and a lot cheaper. I had a similar if more limited experience in 2007 with a team of MIT Sloan School students. Ask [me](#) if you want details or advice about this.

- Knowledge Strategy
- Communities of Practice
- Knowledge Capture
- Enterprise Social Networking

Contact Us:



cbaudoin@gmail.com
+1 281 460 3595



→ SOA Case Study Contest: New Deadline

The SOA Consortium and CIO Magazine have extended to **July 20, 2009**, the deadline for submissions to the 2009 SOA Case Study Contest. See <http://www.soa-consortium.org/cs-soa>. I am one of the judges, so I have to remain objective, but contact me if you have questions about the contest or the Consortium.

→ Seen Recently...

"...in the majority of firms, process management is mediocre at best. While over half of the companies surveyed conduct process improvement projects, only one-third exercise comprehensive process management. Lack of a standard improvement approach and the absence of performance metrics are the most cited reasons for lackluster process management."

-- From a 2004 survey of 32 U.S. companies by the Rummler-Bache Group

"Fortune 500 companies need a real cloud computing case study, not the cute little stories that vendors brag about today."

-- Mike Kavis, CTO of M-Dot, in a Twitter post on 21 June 2009.

Forward this newsletter to colleagues and friends: use the "forward email" link below at left, not "Forward" in your email software, to preserve your privacy, give the recipient more options (e.g., their own "unsubscribe" link) and give me better click-through statistics from ConstantContact. Thanks!