

# Uptake and Industry Commercialisation

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# First some bureaucracy ...

- Management of GCP project bureaucracy is my responsibility - currently in middle of review prior to audit

Project	CA Signed	In-kind	Final Report	Final Suppin 2	Final Invoice
OGSA-DAI	X	X	X	X	X
HPFabMan	X	X	X	X	X
SunDCG	X	X	X	X	X
MS.NETGrid	X	X			
PGPGrid	X		Not due	Not due	Not due
FirstDIG	X	X			
BRIDGES			Not due	Not due	Not due
OGSA-DAIT		?	Not due	Not due	Not due

# Commercialisation strategy

- Edinburgh - through EPCC - has 14 years experience of commercialising research
- Our strategy through NeSC has always been
  - to take the results of our GCP projects and further develop them
  - to fund these developments through public and private funds
- Key component of this is therefore business development
- Key technologies are OGSA-DAI and Web Services competencies

# Commercial Grids

- GGF12 was an excellent opportunity to see the commercial status of Grids
  - First plenary meeting that focussed on business use
- Basic message is that for most businesses

## Cluster Computing = Grid Computing

- We know business applications will be much broader but they were not shown
  - Believe this is directly related to fragile nature of Grid technology - too early for business critical deployment

# Service orientated computing

- **Currently talking to many companies**
  - IT industry is in a state of flux
  - Move to Service Orientated Architectures (SOAs) is very challenging
  - Many companies are unwilling to re-engineer
  - Getting the message across is difficult - far too technology driven
- **Focussing on two sectors (both data and compute)**
  - Financial services
  - Oil and Gas / Energy

# Financial Services Seminar

- Lunch event held in May in Edinburgh
- Attendees focussed on high level IT people from
  - RBoS, HBOS, JP Morgan, Standard Life, National Australia Group, GE Capital, Intelligent Finance, State Street ...
- Talks by myself, Steven Neiman (JP) etc
- Very positive response
- Currently following up
  - Focussing on creation of series of demonstrator projects funded by the banks
- Same process being followed now for Oil & Gas

# Spin offs

- Following Financial Services event approached by three venture capital companies
- Detailed discussions over the summer
- Same results from each discussion
  - Grid Technology is sexy - very interested in funding startup company

BUT

- In order to create company must be able to demonstrate 2-3 vertical applications built on top of horizontal middleware

# European issues

- **NeSC is engaged in**
  - EGEE (NeSC, Physics @ Glasgow, EPCC)
  - NextGRID (EPCC - coordinator, NeSC)
    - ▶ Many new commercial partners
  - DEISA (EPCC)
  - GRIDSTART (EPCC - coordinator)
- **In September GRIDSTART organised IST FP6 Launch Event and Concertation Meeting**
  - 450 attendees on Launch day
  - 200 attendees for Concertation Meeting
  - Very successful event where Edinburgh showed clear leadership
- **Many future opportunities**
  - OMII for Europe? Take-up for SMEs?

# Summary

- Projects have developed a series of core generic technologies
- Most important commercialisation opportunity is OGSA-DAI
- Commercial opportunities now being developed
  - Focus on Financial Services and Oil & Gas
- Commercial success will be realised through generation of vertical applications build on generic horizontal middleware
- Continuing to take a leading role in Europe