

LETTER FROM RUSSIA

System Selection, by Leonid Ototsky and Anatoly Savin, Compek Systems.

Adoption of, and adapting to, new technologies in Russia requires a revolution in culture and attitudes. Therefore, bridging the gap between the outdated business practices and those found in competitive environments remain one of the main challenges that Russian industry face today, (see first *Letter from Russia* in the May issue of the Engineering Data Newsletter).

Many of the business functions that are common in the West, currently have no equivalent in Russia. As a result, most of the sophisticated functions found in the state-of-the-art systems supplied by Western system vendors, become redundant. Indeed, in most applications, basic system functionality that is available in most systems will suffice.

This adds extra demands on implementors who need to have practical first hand experience in Russia. In addition, due to lack of first line support from vendors or third parties for their latest offerings, technical support is another area where implementors in Russia have to be very familiar with.

Russian implementors do a lot of work by themselves, e.g. installation, adaptation, maintenance etc. Therefore knowledge of the workings of underlying technologies such as database management systems, high level development tools, are very important to the Russian implementor in order to reduce the dependence on the vendor. The use of "standard component software" in new systems reduces this problem.

To address these demanding conditions *Compek Systems* have formulated principles and criteria for selecting Western MRP and PDM products.

Using an informal test of *quantity of standard elements*, we have classified past, current and future systems into *5 generations*, and used this test as the main criterion for selecting the products. Description of the *5 generations* will be given in the next Letter from Russia.

Other criteria used, were;

- modularity and flexibility to implement MRP modules together with existing systems (an important feature of such flexibility is principle 'Message Oriented' connections between modules),
- scalability,
- ability to use different languages,
- existing IT installing at the user installation,
- flexibility of the vendor's pricing policy.

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SEMINARS, CONFERENCES AND SHOWS

EDM Kongress: Düsseldorf, 6-8 May 1996. Ploenzke. tel +49 6123 630 191, fax +49 6123 630 490.

ProSTEP STEP Workshops: Darmstadt, Germany. 14 May 1995, Interoperability; 15 May Introduction of STEP into Industry; 20-22 May FEA Expert-Workshop; 22 May, STEP in Plastics. Tel +49 6151 9287 12, fax +49 6151 9287 26.

7th International ANSYS Conference and Exhibition: Pittsburg, Pennsylvania, 20-22 May 1996. ANSYS. Contact Gary Sprowls, +1 412 873 2983.

Internet Security and Internet Browsers: London, 20 May 1996. Tel +44 171 915 4383.

Developing High Quality Data Models: Manchester, England, 21-23 May 1996. PDT Solutions Ltd. Tel & fax +44 161 976 6874.

SGDT & Workflow '96: Paris, 22-24 May 1996. Tel +33 1 44 39 85 00.

CALS Europe '96 - Enterprise Integration: Paris, 29 May 1996. Tel +49 30 882 6656.

CAT '96: Stuttgart, Germany, 11-14 June 1996. Tel +49 711 2589 541.

A/E/C Systems '96: Anaheim, California, 17-20 June 1996. Tel +1 513 794 3367.

Object World UK: London, 18-21 June 1996. OMG. Contact Anthony Kaiser +44 181 570 2182, fax +44 181 572 3163, email 100010.3012@compuserve.com, web <http://www.ow.com.ow.owuk.htm>

IT in Chemicals '96: Amsterdam, 24-25 June 1996. First Conferences, supported by PRIMA. Tel +44 171 404 7722, fax +44 171 404 7733, email: confdesk@1sfconf.co.uk

Internet Seminar: Amsterdam, 26 June 1996. First Conferences. Tel +44 171 404 7722, fax +44 171 404 7733, email: confdesk@1sfconf.co.uk

Systems Engineering: Practices and Tools: 7-10 July 1996. National Council On Systems Engineering. University of Washington, Engineering Professional Programs, XDF-51, Seattle, WA 98195 USA.

Object World West: San Hose, California, 18-22 August 1996. OMG. Tel +1 508 820 4300, fax +1 508 820 4303, email: owc@omg.org, web <http://www.ow.com/ow.objwrl.htm>

CALS EXPO '96: Long Beach, California, 28-31 October 1996. National Security Industrial Association. Contact Rosmaine Gaskins, tel +1 202 775 1440, fax +1 202 466 9080, email: jbaer@capaccess.org, web <http://calsexpo.ecrc.gmu.edu>

PDM Europe '96: Noordwijk, The Netherlands, 29-31 October 1996. CIMdata. Contact Ms Wadad Abed, tel +1 313 668 9922, fax +1 313 668 1957, email: 75047.3100@compuserve.com, web <http://www.CIMdata.com>