

Zea Partners network explained

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Why ZEA?

Perspectives



Market Sme's Community

Market

**Many people
do not understand
technology**

**... as do many
decision makers**

Market requires

solutions
confidence
quality
sustainability

Whole product

Zea your link to the source

Zea Network 2006

Partners



Infrae
Netherlands



Reflab
Italy



Plone Solutions
Norway



BubbleNet
Belgium



Zetwork
Germany



Zest Software
Netherlands



gocept
Germany



Netsight Internet
Solutions
United Kingdom



Pareto
Netherlands



POV
Lithuania



Enfold Systems
United States of
America



Jamkit
United Kingdom



Blue Fountain
United Kingdom



CodeSyntax
Spain



Fry-IT
United Kingdom



COM.lounge
Germany



atReal
France



Amaze
Netherlands



Upfront Systems
South Africa

Network metrics

- 21 partners
- 13 countries / 4 continents
- Total staff : 172
- Average staff : 8
- Turnover M€ : 9.5

2006 : max 35 partners

Zea metrics

Staff : 2

Turnover 2005 : 300 k €

Total investment : > 1M €

Zea goal

Collective actions

Zea actions lines

1. Promotion

2. Projects

I. Promotion

Evangelism

2005 : 35 trips / 130 days
25% ressources



Ever had a question about using an application and couldn't get an answer? Even worse, you get an answer which presumed you were a genius and had done the 42 previous steps to get it working? Ever wished you could just *look over the person's shoulder* and see how they did it?

Welcome to the [Zea Screencast Library](#) library. This is a collection of full-length tutorials, introductory feature tours, and quick one-off answers to questions people ask online. The content is organized [by date](#) and [by tag](#) (topic).

As explained in the [about](#) page, these screencasts are Flash (and QuickTime) movies, usually with audio narration, sometimes with accompanying texts as a tutorial. Some of the movies have extra finishing work, but many are from the "get it done fast" school of production.

Latest Screencasts



[View \(Flash\)](#)

Plone CMS Search

Search has emerged as a primary means for users to navigate a CMS. The Plone CMS provides a strong facility for searching.

[more...](#)

Date	2006/04/25
Tags	plone (6) search (1)
Filesize	1.2 Mb
Duration	1m46s



Plone CMS Collaboration

Content production means teams working together and collaborating on content. The Plone CMS provides a number of features for collaboration.

[more...](#)

Date	2006/04/25
Tags	plone (6) collaboration (1)
Filesize	1.6 Mb
Duration	1m31s

www.zeapartners.org



Netherlands

Infrae is a software services company for document management for enterprises in the Netherlands, the company has operated successfully. Its customer base spans both the private and public sectors.



United Kingdom

Netsight Internet Solutions is a UK-based web development company that has traded successfully for over six years, with a team of experts in a wide range of media disciplines. As well as producing award-winning work, the company has always had a highly technical approach.



Italy

Reflab is an independent consulting team in the areas of Management, Content Management and independent developers and consultants, with a wide range of skills, to offer software design and development services.



Voorsprong op het web.

Netherlands

Pareto is a software company strongly committed to a customer-oriented approach. **Pareto** has profound knowledge of .NET, PHP and Python/Zope/Plone technology. Each knowledge area is supported by 15 professionals. As a 37 employee company, **Pareto** offers a high level of expertise.



Norway

Plone Solutions AS is a Norwegian company with a core developer team, including one of Plone's core developers, Plor Limi. We also employ some of the most experienced Plone developers, including Plone's official release manager, Ståle Pedersen.



Lithuania

POV: Programmers of Vilnius: A skilled team of developers specializing in web applications, relational databases and open source tools to develop cross-platform solutions for your business needs. We can provide our clients with: ...



enfoldsystems

United States of America

Enfold Systems is the premier provider of Windows-based content management solutions. In addition to our core business, experienced consultants deliver systems tailored to the needs of business, government and non-profit organizations.



Belgium

BubbleNet offers consulting, development and training services for Plone, Zope and Python. **BubbleNet** works with many of the Plone and Zope community's Zope pioneers in Belgium: we work with it as a partner.



United Kingdom

Jamkit is a web development company specialising in providing web solutions for the not-for-profit sector. It offers a range of internet-related services covering: consultancy, graphic design, architecture, technical build, content management and more.



Germany

Zetwork offers consulting services for many applications, general network infrastructure help on devising or improving LDAP-based systems for your company. Having a main Zope Content Management System (CMS) ...



United Kingdom

Blue Fountain specialise in Open Source technology solutions using Zope & Plone, PostgreSQL, Linux & Ruby on Rails. Services include project management, development, support, hosting and more. Our systems are often mission or business critical.



Netherlands

Zest Software is a pure Open Source software development and hosting of high quality web applications using Zope and Plone for Enterprises, Non-profit organizations. Zest has a team of excellent programmers, designers and project managers.



Spain

CodeSyntax is a Zope company located in the Basque Country. It was founded in 2000 and actually we employ 12 people. We develop Corporate sites, Intranet applications, CMSs using Plone, PHP, Python and Zope technologies. **CodeSyntax** ...



Germany

gocept is a small and innovative IT company acting as a customer oriented service provider for developers and designers. **gocept** attracts clients from the enterprise, public administration and research sectors.



Fry-IT Ltd is a technology company based in Woking, Surrey, UK.

Partners references

Infrae - Netherlands - www.infrae.com

ETH Zürich - www.ethz.ch

Oxfam International - www.oxfam.org

Wirtschaftsuniversität Wien - www.wu-wien.ac.at

University College London - www.ucl.ac.uk

Reflab Srl - Italy - www.reflab.com

UNJLC - www.unjlc.org

Matrix International - www.matrixinternational.it

Università di Torino - <https://www.klips.it>

Scuola Superiore Sant'Anna - www.sssup.it

Tagetik - www.tagetik.com

Plone Solutions - Norway - www.plonesolutions.com

Simula Research Laboratories - www.simula.no

Ibas data recovery ASA - www.ibas.com

BubbleNet - Belgium - bubblenet.be

City of Sambreville - www.sambreville.be

Zest Software - Netherlands - zestsoftware.nl

Triple P - triple-p.nl

Friends of the earth (Milieudefensie) - milieudefensie.nl

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gocept - Germany - www.gocept.com

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Warwickshire Police Force - www.warwickshire.police.uk

ManyFishintheSea.com - www.manyfishinthesea.com

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Pareto - Netherlands - www.pareto.nl

Koninklijke Zeelandia - www.zeelandia.com

Rotterdam Police department -

POV - Lithuania - pov.lt

Open Society Institute - www.justiceinitiative.org

The Shuttleworth Foundation - www.schooltool.org

Enfold Systems - United States of America - www.enfoldsystems.com

eBay - developer.ebay.com

Oxfam America - www.oxfamamerica.org

Shriver Center for Poverty Law - www.povertylaw.org

CodeSyntax - Spain - www.codesyntax.com

Mondragon Unibertsitatea - www.mondragon.edu

Debabarrena - www.debabarrenaturismo.com

Tagzania - www.tagzania.com

COM.lounge - Germany - comlounge.net

Promotion

Zea actions lines

2. Projects

Projects : why?

Potential impact

- Hypothesis
 - ZEA project turnover : 500 k €
 - Network turnover : 10 M €
 - Impact : 5%
- Q? : Goals and target for ZEA consulting?

Projects goals

Goals and impact : > €

- adds value to ZEA / Partners
- credibility
- share experience
- gain expertise / skills larger project
- add knowledge management
- use spare capacity

Projects strategy

long-term sustainability
influence policies

- Large tenders / consulting
- EU research
- International cooperation
- Collaboration Universities / Research / Users

EU : average budget 2.5 M €

Project management

2 models :

a/ Consulting projects

1 partner = prime contractor

b/ EU research / large tenders

Coordinator = third party

b/ EU research FP6

Current EU projects :

Calibre / Calibration : www.calibre.ie

Qualoss : Cetic, Merit, URJC, ...

Flossmetrics : URJC, Merit, Philips, ...

Budget : 260 k € / 3 years

EU opportunity

Lisbon agenda

“become by 2010 the world’s most dynamic and competitive knowledge based economy”

Research budget

ICT = 1.1 B € / year

70% OS developers in EU

Rishab Gosh, Merit

OSS Challenges for EU industry

1. Strategic
2. Economic
3. Business models
4. Legal and IPR
5. Societal
6. Software engineering

Challenges

**SME's & OS communities
should be more active**

Zea meets EU criterias !

Zea challenges

- Need dedicated team
 - Calls preparation
 - Project management
- Economy of scale
- Cross-communities projects
- Thematic calls

To conclude

Zea open to :
new skills / partners
share experience / ressources