



CORE OF INTEROPERABILITY //



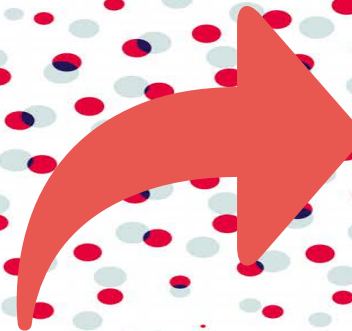
grapevine
WORLD

September, 2017
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QUESTIONS AND ANSWERS
TOPIC GROUP **MARKETPLACE**

WHAT IS THE GRAPEVINE MARKETPLACE?

The global grapevine marketplace is a platform, where IHE and grapevine tested products and services can be purchased. Irrespective of the size of the enterprise, software manufacturers, providers and system integrators have the opportunity to present products and services, sell licenses and enter new markets.



WHO CAN ORDER AT GRAPEVINE, HOW AND WHERE?



// All private-sector companies and all public institutions interested in a standardized exchange of data can purchase products and services that are compatible with each other using the global grapevine marketplace.

// The marketplace offers the opportunity to compile customized solutions from a comprehensive portfolio of interoperable elements (software products, hosting, system integration, and implementation).

// Members of the public also have the opportunity to receive information about current developments regarding interoperability and standardized consumer products (apps, gadgets, etc.) using the grapevine marketplace.

// Every grapevine customer benefits from faster, simpler, and more cost-efficient procurement processes and project implementations.

HOW CAN CUSTOMERS ORDER TODAY?



Customers visit the grapevine marketplace online.

This is where all manufacturers present themselves and their products.



First of all, customers select their desired products as well as their integrator and provider.



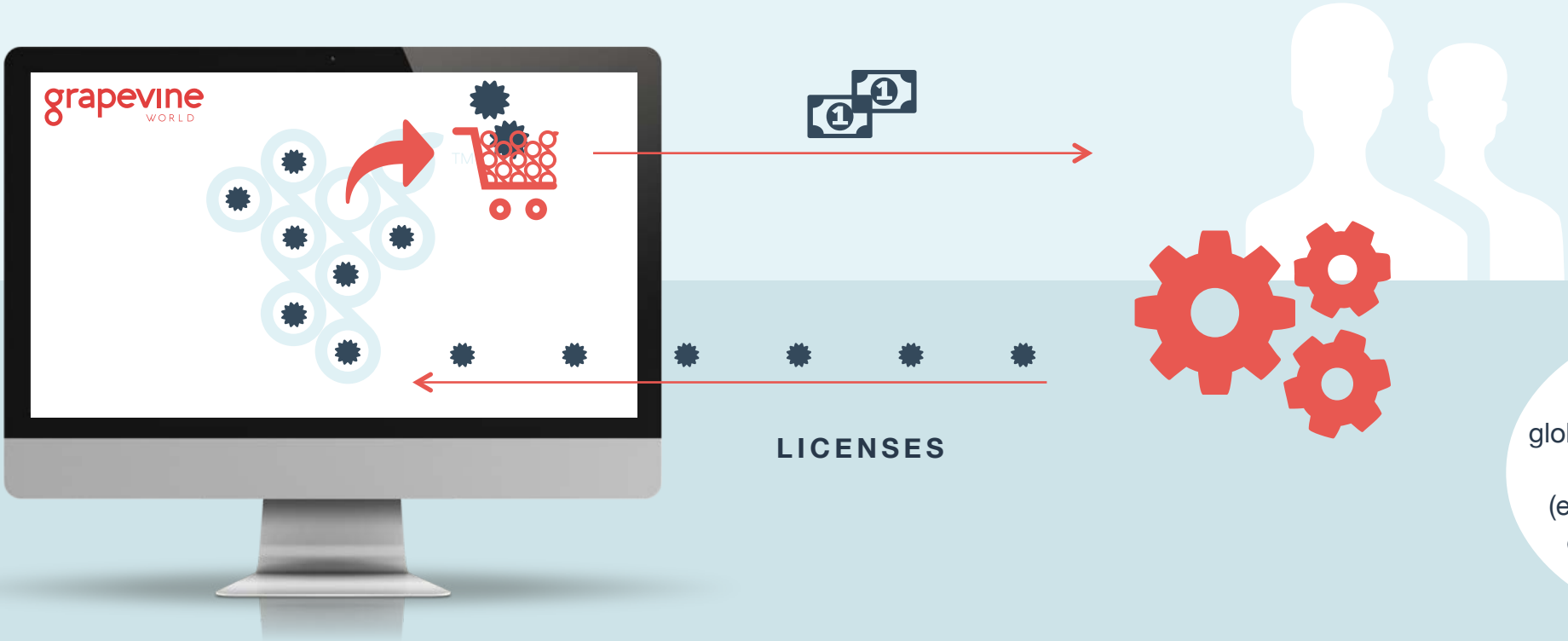
Then they receive an order overview that they can submit using the “SEND INQUIRY” button.



Customers receive a summarized inquiry confirmation.

HOW CAN YOU EARN MONEY AS GRAPEVINE SOFTWARE MANUFACTURER?

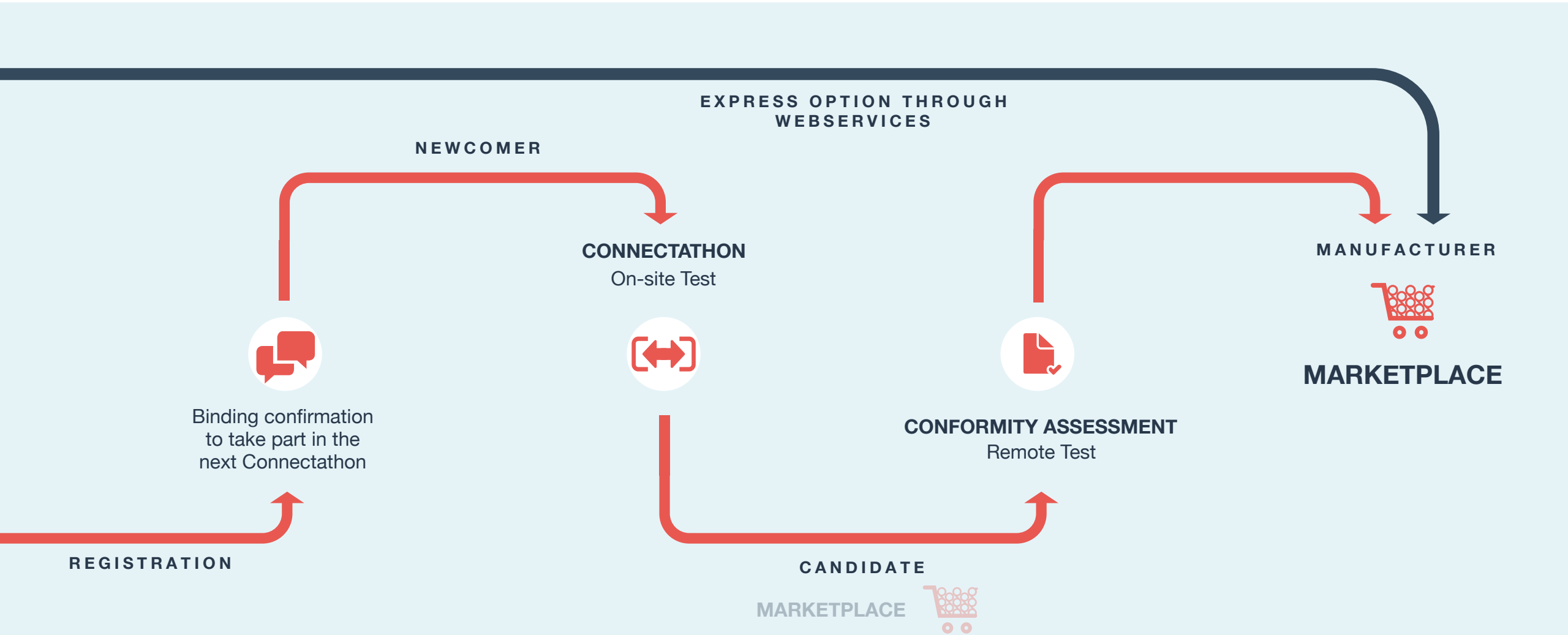
Software manufacturers of every size of enterprise have the possibility to present products on the grapevine marketplace and to sell licenses.

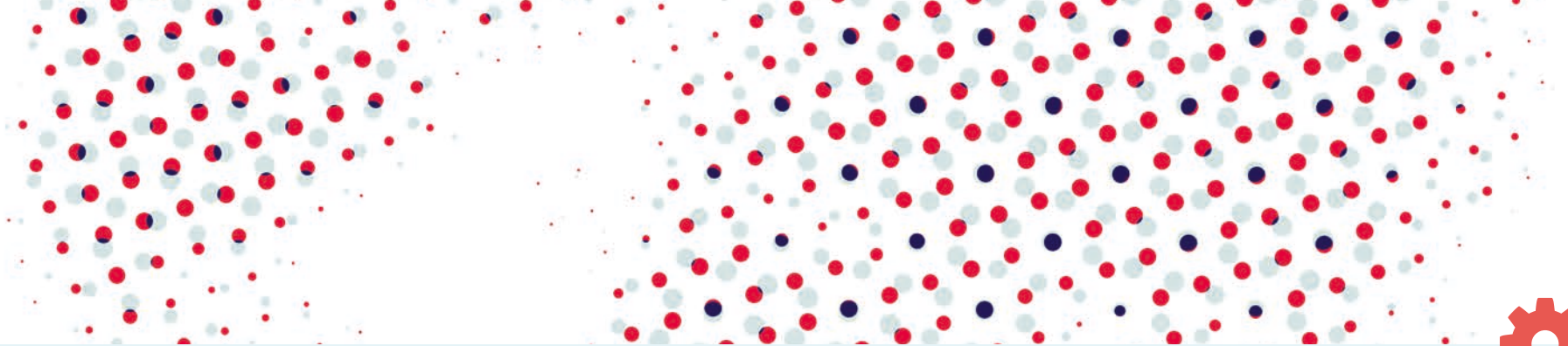


With access to the global market, new business fields and new areas (eHealth, energy, finance, education etc.) can be entered.



WHAT STEPS ARE REQUIRED TO BECOME A **GRAPEVINE MANUFACTURER** AND TO OFFER PRODUCTS IN THE GRAPEVINE MARKETPLACE?





ON THE WAY TO BEING A GRAPEVINE MANUFACTURER

ONLINE PARTNER FORM



GRAPEVINE NEWCOMER

As an initial step, the manufacturer shows his interest in participating in the grapevine marketplace by filling out the online partner form.

PARTNER AGREEMENT



Collaboration between the manufacturer and grapevine is also agreed upon by a partner agreement.

Express option through WebServices

As an express alternative, a manufacturer can have its proprietary products be “translated” into IHE standardized products with the help of “WebServices” and appear as a grapevine manufacturer on the marketplace.

Express

The manufacturer commits to participate in the next upcoming Connectathon.

REGISTRATION FOR THE **CONNECTATHON**

Connectathon Europe: connectathon.ihe-europe.net

Connectathon USA: iheusa.org/ihe-connectathon-overview

Connectathon Japan: ihe-j.org/en

The manufacturer is taken into the marketplace upon confirmation of participation, but cannot offer any products there yet.

CONNECTATHON – On-Site Test

Connectathon results are published in the result matrix.

connectathon-results.ihe.net

This advances the manufacturer to a “grapevine candidate”.

GRAPEVINE CANDIDATE



At the Connectathon, the manufacturer has successfully tested the used profiles regarding interoperability and can show the result matrix as a confirmation.

Express option through WebServices

Express



PRODUCT DESCRIPTION AND REFERENCE PROJECTS

The manufacturer submits descriptions and reference projects about the products that it plans to offer on the marketplace to grapevine.

Then the manufacturer receives the status of “grapevine candidate” for a limited period of time until the next opportunity to initiate the Conformity Assessment.



CONFORMITY ASSESSMENT – Remote Test

The results of the conformity assessment are confirmed by the conformity assessment test report.

conformity.ihe.net

The manufacturer achieves the “grapevine manufacturer” status.



GRAPEVINE MANUFACTURER

The manufacturer has adapted its proprietary products to IHE standards with the help of WebServices and can offer products as a “grapevine manufacturer” using the marketplace.



MARKETPLACE

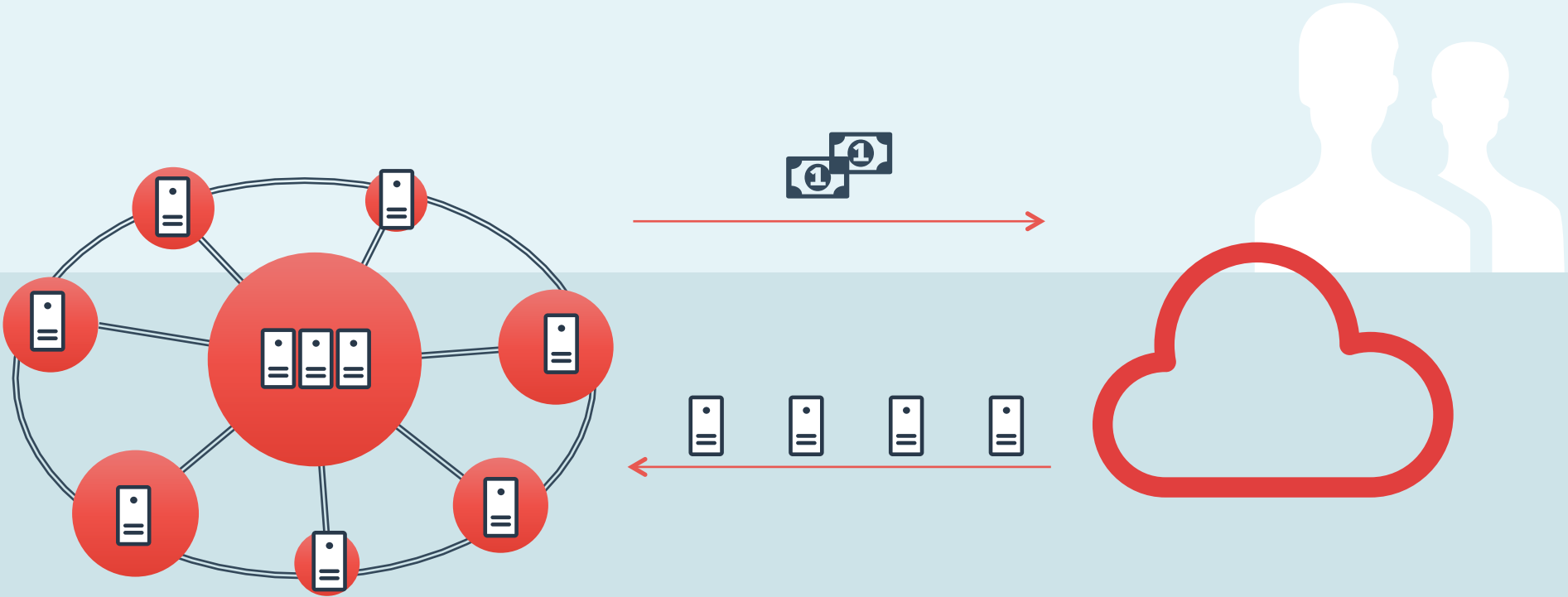
GRAPEVINE MANUFACTURER

The manufacturer has had its software products successfully tested and assessed for interoperability at the Connectathon and by the conformity assessment.

This makes it possible for the manufacturer to offer products on the marketplace as a doubly certified “grapevine manufacturer”.

HOW CAN YOU EARN MONEY AS GRAPEVINE PROVIDER?

A grapevine provider is responsible for operating a comprehensive service that consists of several combined grapevine products. By doing so, the grapevine provider generates sales by hosting solutions.



WHAT STEPS ARE REQUIRED TO BECOME A **GRAPEVINE PROVIDER** AND TO OFFER SERVICES IN THE GRAPEVINE MARKETPLACE?



ONLINE PARTNER FORM



As an initial step, the provider shows his interest in participating in the grapevine marketplace by filling out the online partner form.

PARTNER AGREEMENT



Collaboration between the manufacturer and grapevine is also agreed upon by a partner agreement.

SERVICE DESCRIPTION AND REFERENCE PROJECTS



The provider submits descriptions and reference projects about the services that it plans to offer on the marketplace to grapevine.

ADMITTING PROVIDERS INTO THE GRAPEVINE MARKETPLACE



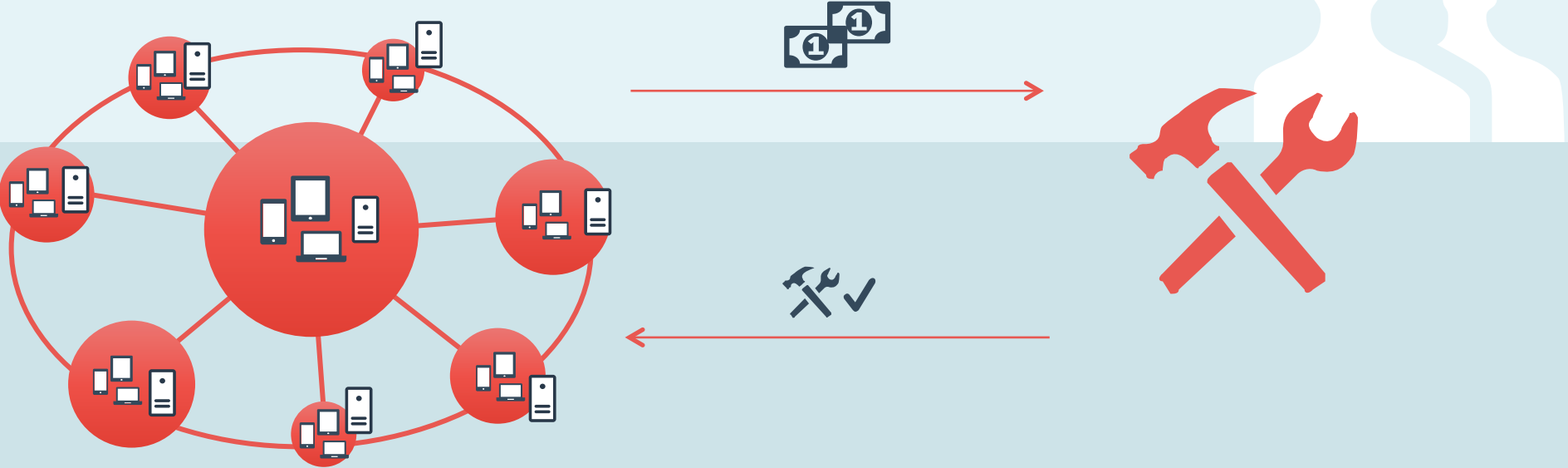
The provider is admitted to the marketplace after all information has been checked.



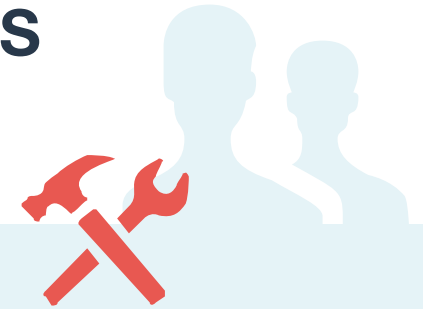
MARKETPLACE

HOW CAN YOU EARN MONEY AS GRAPEVINE SYSTEM INTEGRATOR?

grapevine system integrators have the task to implement marketplace products as well as to integrate information systems into existing IT landscapes. System integrators also assume the optional task of connecting to the grapevine backbone. This service creates revenues for the system integrator.



WHAT STEPS ARE REQUIRED TO BECOME A GRAPEVINE SYSTEM INTEGRATOR AND TO OFFER SERVICES IN THE GRAPEVINE MARKETPLACE?



ONLINE PARTNER FORM



As an initial step, the system integrator shows his interest in participating in the grapevine marketplace by filling out the online partner form.

PARTNER AGREEMENT



Collaboration between the system integrator and grapevine is also agreed upon by a partner agreement.

SERVICE DESCRIPTION AND REFERENCE PROJECTS



The system integrator submits descriptions and reference projects about the services that it plans to offer on the marketplace to grapevine.

ADMITTING PROVIDERS INTO THE GRAPEVINE MARKETPLACE



The system integrator is admitted to the marketplace after all information has been checked.



MARKETPLACE

WHAT IS A **SPECIAL PURPOSE COMPANY (SPC)**?

An SPC is a contractually regulated partnership between grapevine and various local partners that pursues a specialized goal on the topic of interoperability and supports the digital transformation.

Special Purpose Companies offer companies who are not represented on the marketplace as a manufacturer, provider, or system integrator the opportunity to work together with grapevine and foster innovation. This expands the interoperability market.



WHAT STEPS ARE REQUIRED TO PARTICIPATE AS AN **SPC** IN GRAPEVINE?



ONLINE PARTNER FORM



In an area that is specific to SPCs, the grapevine website offers the opportunity to submit ideas for possible collaboration using an online form. grapevine conscientiously evaluates the proposals and contacts the indicated contact persons.

PARTNER AGREEMENT



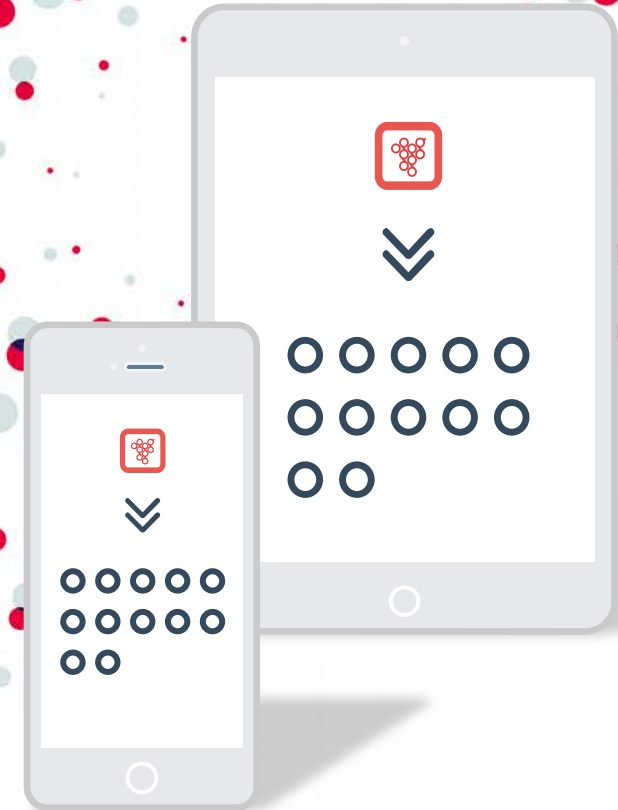
An SPC partner agreement is agreed upon if a business relationship materializes.

HOW CAN YOU IMPLEMENT INNOVATIVE IDEAS FOR A PRODUCT USING GRAPEVINE?

// It is very important to grapevine to support innovative ideas and start-ups.

// grapevine provides support through advance license purchases and offers start-ups financial support to take all steps required for IHE conformity.

// WebServices, which is provided by grapevine, offers another opportunity for support.





HOW DOES THE **OFFSETTING** WORK?

Two licensing models are available: **SaaS** (Software as a Service) and **On-Premises Software** (one-time license including maintenance)

MANUFACTURER 70%

For every order via grapevine National 70 percent will go to the manufacturer.



10% GRAPEVINE WORLD

For every order via grapevine National 10 percent will go to grapevine World.

20% NATIONAL

For every order via grapevine National 20 percent will be retained by the company.



WHY SHOULD YOU BUY LICENSES VIA GRAPEVINE, ALTHOUGH THEY ARE AVAILABLE DIRECTLY FROM THE PRODUCERS?

- grapevine verifications of all companies represented on the marketplace offer **the highest security**
- **grapevine certification** guarantees IHE conformity of products and product versions (grapevine Integration Statement)
- A **comprehensive portfolio** of products from a wide range of providers that are guaranteed to be interoperable minimizes risk when implementing projects
- Fast and easy searches for interoperable IHE products possible – Simple and fast comparisons
- Customers are spared the time-consuming task of organizing **overall solutions**: fast, uncomplicated project implementation thanks to our “one-stop shop” principle
- Support, service, consultations, expertise of individual **grapevine Nationals**
- The possibility of selecting one of two different **license models** (SaaS, on-premises)
- **Supporting global interoperability (IHE)** by purchasing on the grapevine marketplace