

GEM Case Study  
Potomac Electric Power Company  
**Enterprise Application Integration Tool Selection**

## Situation

Potomac Electric Power Company's (Pepco's) 2000 IT Strategic Plan set a new direction for Pepco's IT technologies. A major initiative of the Plan was the aggressive replacement of several of Pepco's legacy corporate applications with best-of-breed software application packages. In the strategic initiative, Pepco decided to use Enterprise Application Integration (EAI) tools to integrate the best-of-breed software application packages. EAI tools would be a core technology to facilitate exchange of information between application programs on an event-driven basis, thus enabling Pepco to create an integrated set of corporate business processes spanning multiple software applications. The major question was which EAI software would be best for Pepco.

## Solution

GEM and the Pepco EAI Project Manager interviewed representatives from all Pepco business units to develop an inventory of business processes that were candidates for enterprise integration and the technical requirements for an EAI toolset. GEM used this information to prepare the EAI Request for Proposal.

To narrow the focus for the EAI Project team, GEM performed a prequalification of EAI and messaging middleware vendors from a list of over 60 companies. GEM developed a short list of qualified bidders that were invited to bid. The Pepco EAI Project Team and GEM jointly evaluated proposals from the following six vendors:

- Candle Corporation
- IBM Corporation/New Era of Networks, Inc. (NEON)
- SeeBeyond Technology Corporation
- TIBCO Software Inc.
- Vitria Technology, Inc.
- webMethods, Inc.

The evaluation included grading of proposal responses against over 120 technical requirements and a full day presentation/demonstration session for each vendor's product.

Following reference checks, compilation of evaluation results from each of the participating Pepco organizations, and commercial negotiations, Pepco selected SeeBeyond as the apparent successful vendor and began training and implementation of the Pilot Project. At Pepco's



## System Consulting

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request, GEM was actively involved in the contract and licensing negotiations.

GEM completed this assignment by developing and delivering the implementation plan for the first year of EAI activities at Pepco.

## GEM's Role

Pepco engaged Global Enterprise Managers, Inc. (GEM) to deliver a comprehensive plan to initiate the use of EAI tools at Pepco. In November 2000 GEM was selected in a competitive bid process that included Andersen Consulting (Accenture), Deloitte Consulting, IBM Global Services, KEMA Consulting, PwC, and several other consulting firms. The key activities that GEM performed for Pepco

- Evaluate technical and business requirements
- Determine viable vendors
- Prepare Request for Proposal and review RFP responses
- Prepare initial implementation plan

### ***Global Enterprise Managers, Inc.***

1434 Malcolm Drive  
Dresher, PA 19025 USA  
Main Office: (215) 706-4190  
[www.global-enterprise-mgrs.com](http://www.global-enterprise-mgrs.com)

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