

# PAR Note No. 2



*"Customer Concerned About B2B Project Scalability For Future Ecosystem Partners."*

PROBLEM: The "motherhip" of an ecosystem needed a powerful and complete B2B solution - a requirement however which could never be duplicated at smaller ecosystem partners.

ACTIONS: Show how an open software architecture could accommodate a diverse collection of end-points of varying capability.

RESULT: Customer moved forward with project and met their own immediate objectives, secure in the knowledge that there was a strong road-map for a developing partner ecosystem.