



| IBM Software Group

Integrating Open Source into Your Business

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Malaga – October 21, 2008



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Open Source is part of Open Computing

Open standards

Improving information sharing by simplifying integration of disparate technologies

Promoting interoperability by using open published specifications

Open architecture

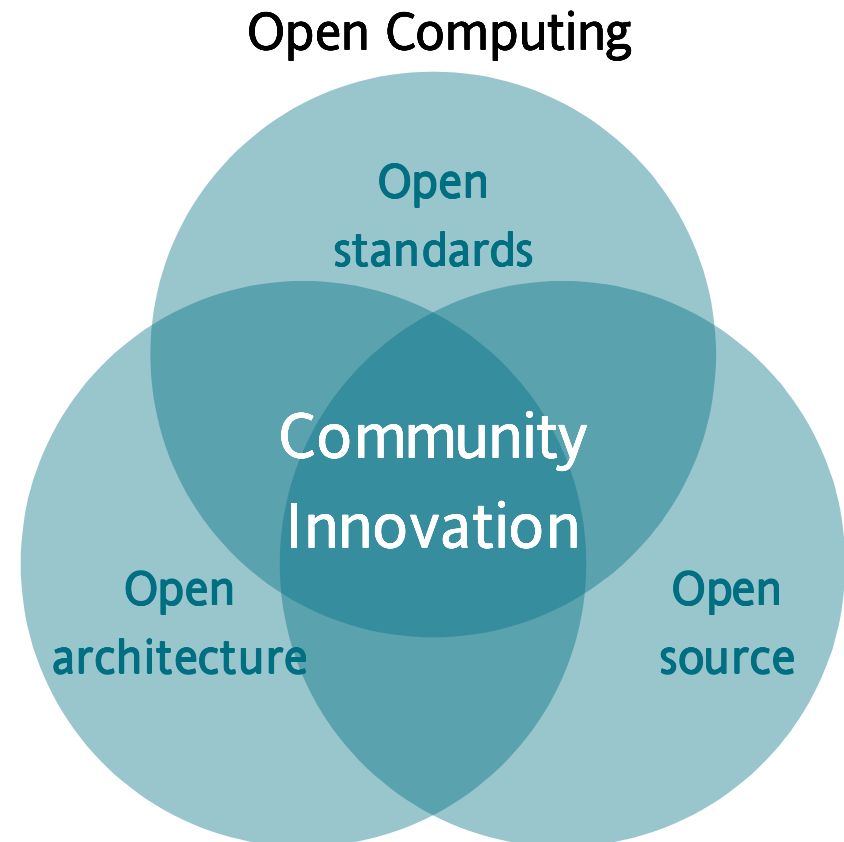
Increasing collaboration by easily extending business processes – eg SOA

Innovating on top of common specifications

Open source

Promoting innovation by leveraging community development

Accelerating open standards adoption



Customers see benefits and challenges in open source

Potential Customer Benefits

Choice and Flexibility

- Hardware portability and software flexibility
- Modularity and extensibility
- Range of support options

Low acquisition cost

Frictionless access to software

- Light weight and easy to use
- Rapid prototyping

Quality of software

- Peer review of source code
- Broad community testing
- Fast cycle time of releases and bug fixes
- Reliability and security

Community innovation

- Opportunity for interaction with developers
- Open user community support and features
- Harvest commoditized components and use freed-up resources for innovation

Potential Customer Challenges

Support

Integration

- with other open source software
- with commercial software

Skills

Availability of applications

Maturity

- Enterprise requirements gap (Functionality, Performance, Scalability, Security)
- Community / Industry support
- Sustainability of business model

Too many choices



2008 – Open Source and Private Source converging

Open Source and Private Source increasingly converging

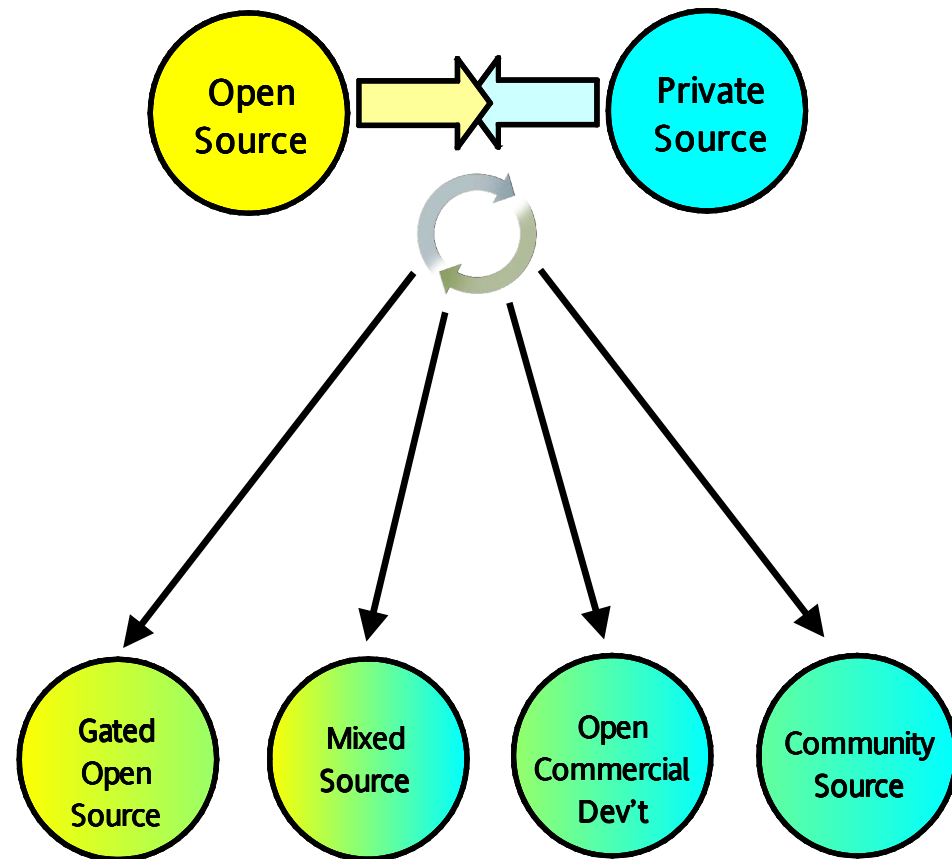
- Business models
- Development methodology
- Community

New hybrid models emerging

- Community Source
- Open Commercial Development
- Mixed Source
- Gated Open Source

Customer pragmatism

- Need for complete solutions
- Increasingly mixed source environments
- Trusted vendors preferred



IBM contributions to Open Source go back 8+ years



1999 - 2001

IBM forms Linux Technology Center

Leads Apache projects Xerces (XML4J), Xalan, SOAP

Creates OSI-approved IBM Public License

Strategic participation in Mozilla

IBM becomes founding member of OSDL

Founder of Eclipse.org and Eclipse Consortium

Creates internal bazaar using OSS methodology

2002 - 2003

Linux contributions to scalability (8-way+), reliability (stress testing, defect mgmt, doc)

Leads Apache projects: Web Services (WSIF and WSIL), Pluto (Portlet API) and WSRP4j (Remote Portal)

Leads Eclipse projects GEF (editing), EMF (modeling), XSD (XML Schema), Hyades (testing), Visual Editor, AspectJ, Equinox rich client

Globus Toolkit contributions for OGSA, OGSi

2004-2005

IBM and Novell/SUSE achieve security milestone (EAL4+ and COE compliance)

Eclipse becomes independent *as Eclipse Foundation, Inc.* – IBM contributes UML2, Voice Tools, *Aperi*, *COSMOS*, *Ajax Tools Platform*

Globus Toolkit 4 is WS-I compliant
Pledged 500 patents to open source
Partner with Zend PHP

IBM enhances Apache partnership

- Contributes Derby database
- Helps Derby graduate from incubation
- Contributes voice recognition
- Supports Geronimo J2EE project
- Acquires Gluecode for skills

2006-2007

IBM contributes accessibility code to Firefox

IBM becomes founding member of Eclipse Aperi project

IBM leads Open AJAX initiative and announces partnership with the Dojo Foundation

Leads Apache Tuscany project and Pect SOA for PHP project

IBM donates code for user-centric security management to Eclipse Higgins

IBM donates code for medical record management to Eclipse Open Healthcare Framework (OHF)

IBM announces support for Eclipse.org version of Eclipse

IBM contributes to Apache Lucene project and announces OmniFind Yahoo! Edition

IBM joins OpenOffice.org

More than 1000 IBM developers involved in OSS projects

IBM leads 80+ OSS projects

IBM contributes to 150+ OSS projects

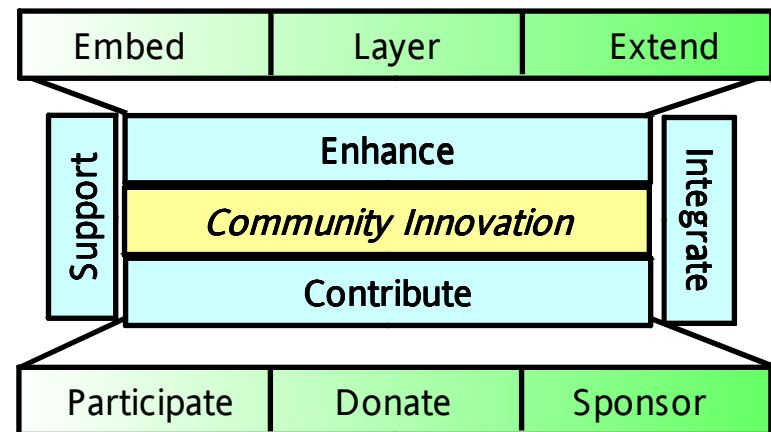
IBM's Open Source Approach

Innovation: Harness and fuel the energy and innovation of open source communities

Contribution: Become a strategic player in open source communities, both as a contributor and consumer of technology

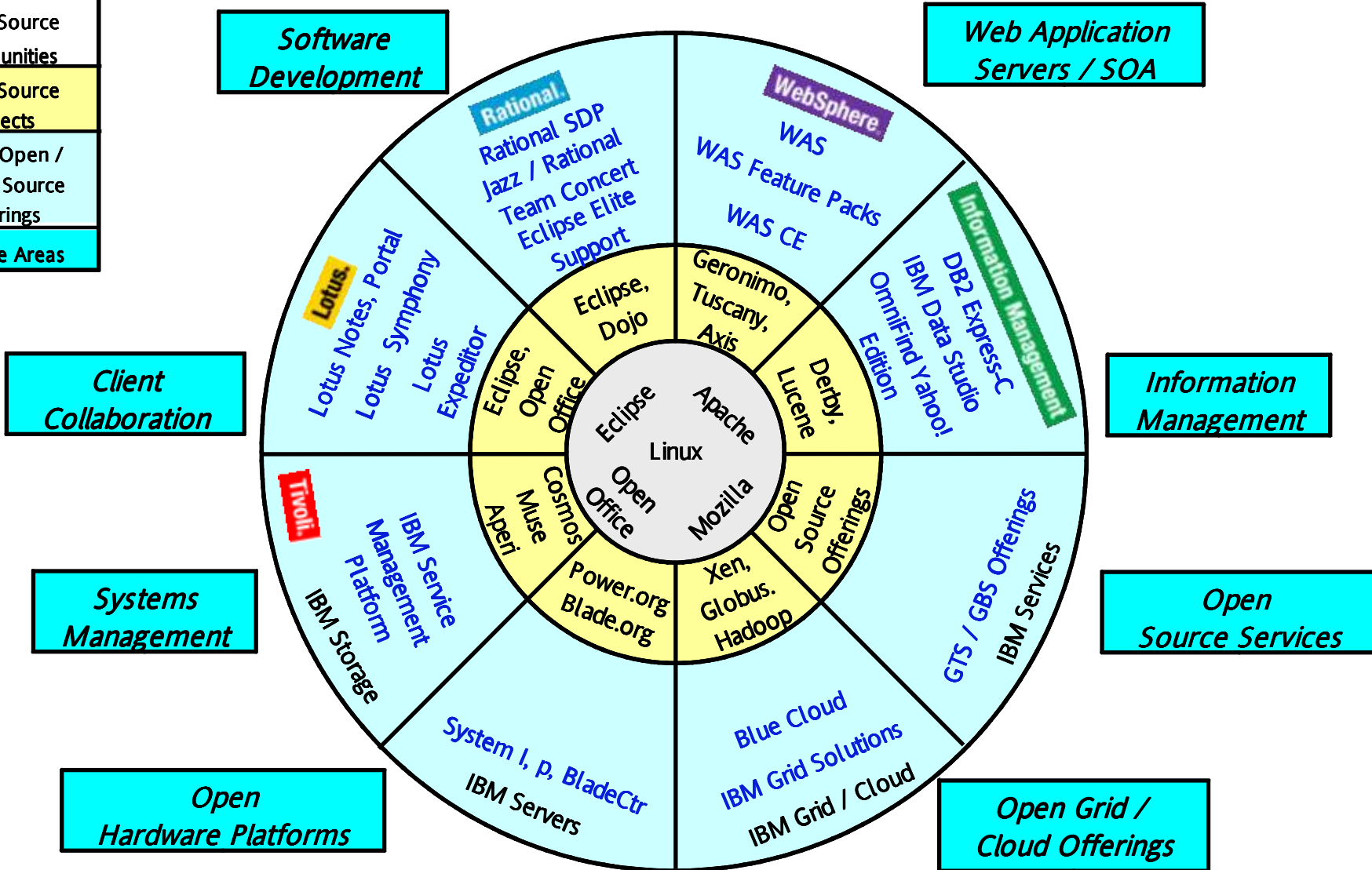
Enhancement: Capture, focus and translate open source innovation into value for our customers

Growth: Leverage open source to gain new users, enter new markets, and expand business opportunities



Open Source Beyond Linux...

- Open Source Communities
- Open Source Projects
- Mixed Open / Private Source Offerings
- Initiative Areas



Integrating Open Source into your IT strategy

Insist on Open Standards

Increases flexibility and responsiveness

Evaluate Open Source and Commercial software options

Most customers are using a mixture of open source and private source

Don't build a separate strategy – interoperability / migration considerations are important

Balance up-front costs against recurring costs

Evaluate Community and Maturity of Open Source before committing

Open, robust communities and broad industry support are important

Sustainable business models are critical

Healthy ecosystem of ISVs and Business Partners is required

Establish policies for working with Open Source software

Educate company teams about OSS before they work with it

Implement a management system to review, approve, and track the use of OSS inside the company, and contributions of company software assets to external OSS projects

Review Open Source Licensing - establish a process within your company to help developers understand the terms of the OSS licenses and the procedures required to comply with them

Be pragmatic

Run a proof of concept or pilot to test out viability

Make decisions based on both business and technical factors



How to get started with Open Source and IBM

IBM Open Source Portal

ibm.com/opensource

developerWorks Website

ibm.com/developerworks/opensource

IBM's Open Computing Development Environment

WAS CE, DB2 Express-C, Eclipse

ibm.com/developerworks/kickstart

IBM Systems Journal

“Open Source” edition - Vol 44, No 2, 2005

www.research.ibm.com/journal/sj44-2.html





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