



IBM Software Group

Integrating Open Source into Your Business

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Agenda

- IBM and Open Source
- How to integrate Open Source into your business



Sam Palmisano on Open Source

The Newsweek logo is displayed in white text on a red rectangular background.

- “Open source is a method of tapping a community of experts to develop useful things. It began in software, but applies broadly, and is anything but anti-capitalist.”
- “It can raise quality at reduced costs, and vastly expands opportunities for profit. In a sense, open source fuels innovation much the way science fuels technology. Science is created by communities of experts, whose fundamental discoveries are typically made available to all, including individuals and companies that are able to capitalize on the new knowledge in novel ways.”
- “For IBM, the open-source model is familiar territory, given our long track record in the sciences.”

Source: Newsweek, December 2nd, 2005 - <http://www.msnbc.msn.com/id/10296176/site/newsweek>

IBM contributions to Open Source go back 10 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, OGSF



2004 - 2006

- IBM and Novell/SUSE achieve security milestone (EAL4+ and COE compliance)
- *Eclipse Foundation, Inc.* becomes independent - IBM contributes UML2, Voice Tools, *Aperi*, *COSMOS*, *Ajax Toolkit Framework*
- Globus Toolkit 4 is WS-I compliant
- Pledged 500 patents to open source
- Partner with Zend PHP
- IBM enhances Apache partnership
 - Contributes Derby database
 - Contributes voice recognition
 - Supports Geronimo J2EE project
 - Acquires Gluecode for skills
- IBM contributes accessibility code to Firefox



2007 - Now

- IBM leads Open AJAX initiative and announces partnership with the Dojo Foundation
- Leads Apache Tuscany project
- Contributes code for security management to Eclipse Higgins
- IBM contributes to Apache Lucene project and announces OmniFind Yahoo! Edition
- IBM joins OpenOffice.org
- IBM joins Open Health Tools, moving code for medical record management from Eclipse OHF
- Contributes Open Services for ALM – Jazz REST Services samples
- IBM creates ODF Toolkit Union
- Contributes Lotus Notes/Domino app templates to OpenNTF.org
- Incubates Apache Wink (JAX-RS)

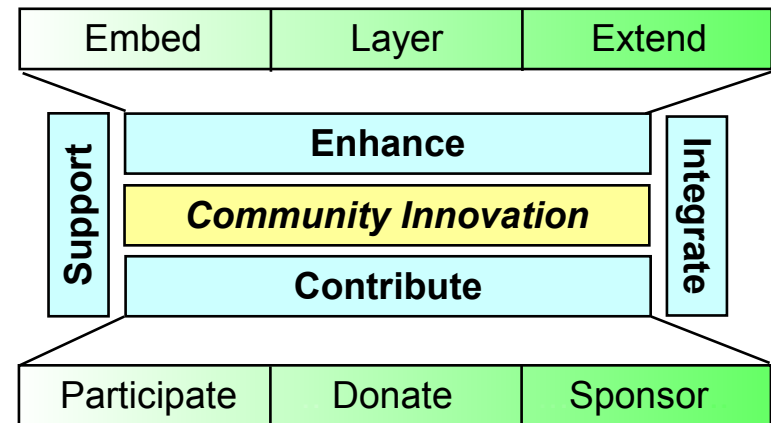
More than 1000 IBM developers involved in OSS projects

IBM leads 80+ OSS projects

IBM contributes to 150+ OSS projects

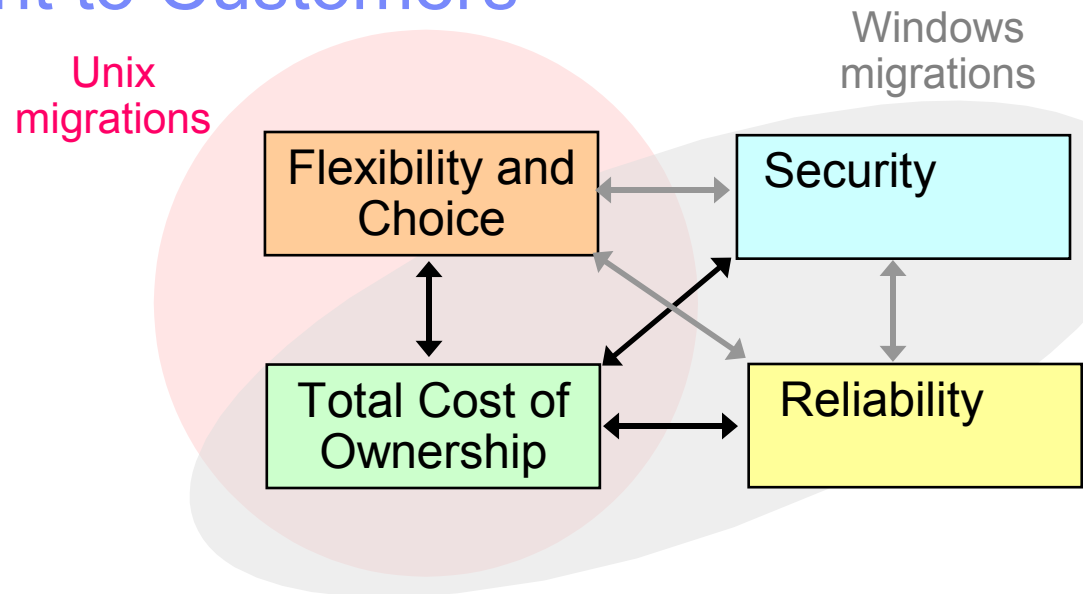
IBM's Open Source Approach

- **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



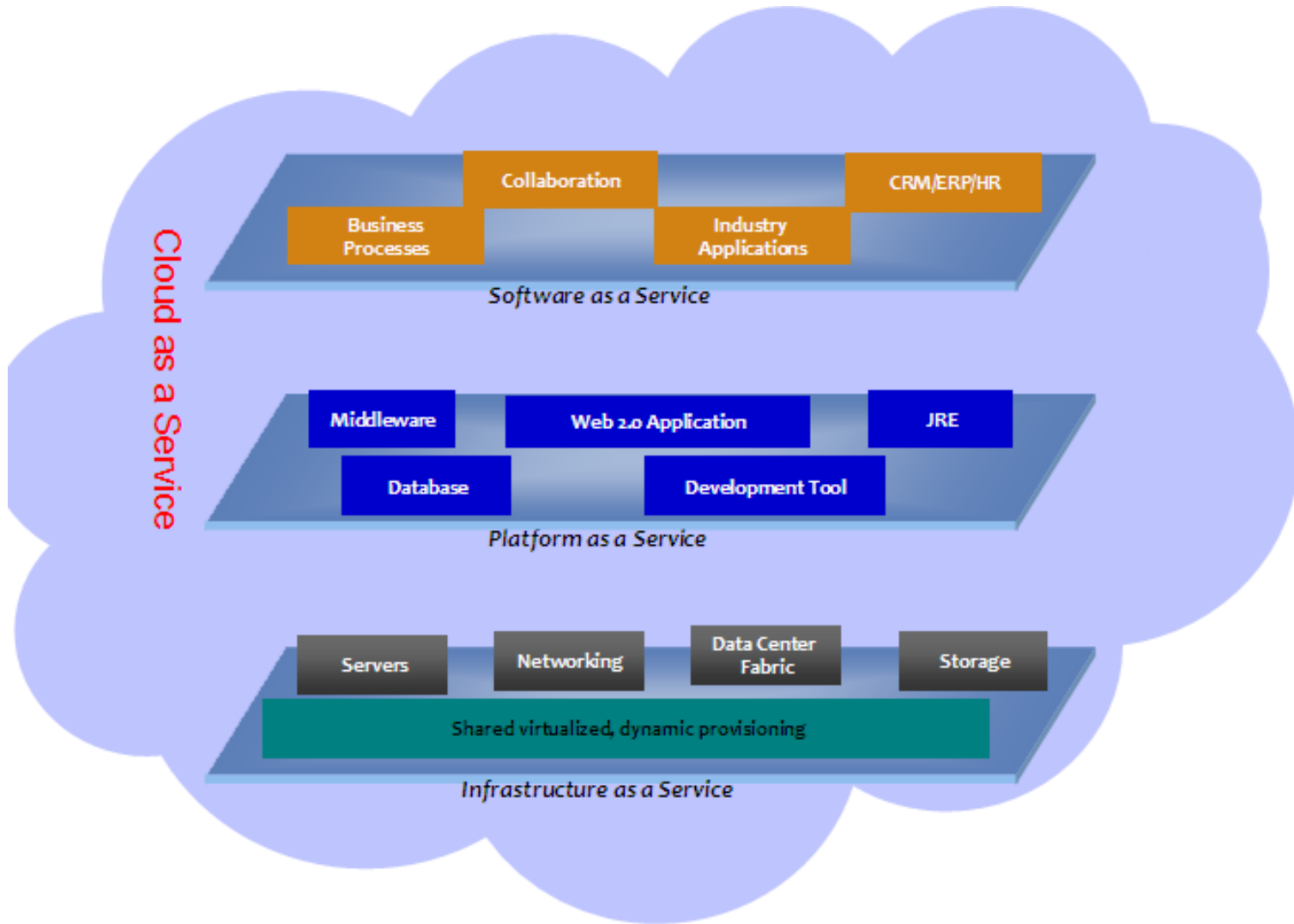
Why Linux is Important to Customers

- Linux is flexible
- Linux is secure
- Linux is reliable



- Linux can reduce Total Cost of Ownership
- Linux is an excellent path to Smart Planet

Cloud Computing Services

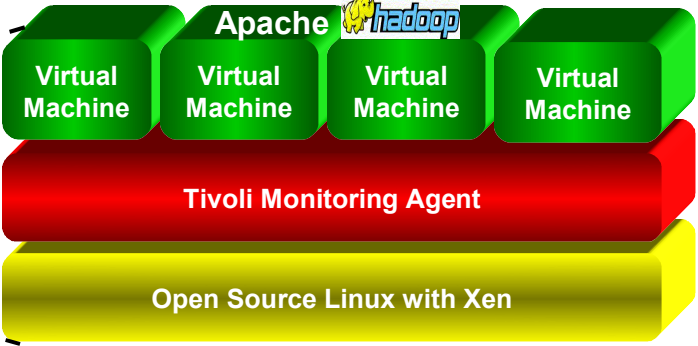


IBM Cloud Architecture

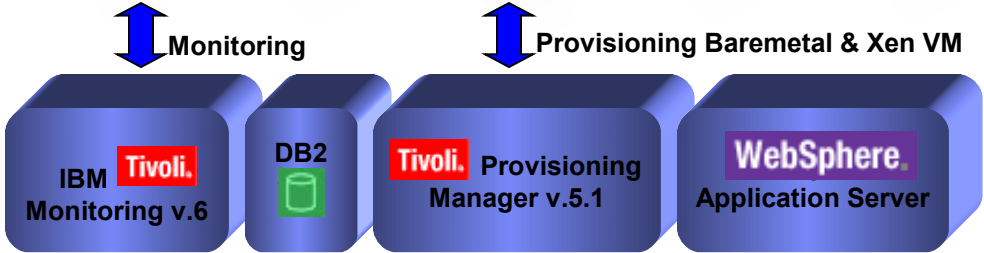
Cloud Offerings



Data Center



Virtualized Infrastructure based on Open Source Linux & Xen



Provisioning Management Stack

Cloud computing infrastructure can be delivered either as hosted or onsite solution.

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Key Customer IT Questions and Open Source

How can IT help our business succeed ?

- Solve our problems today
- Grow in the future
- Integrate across and outside the company
- Respond quickly to opportunities and threats



How can we improve our IT infrastructure ?

- Better – more reliable, more secure
- Faster – better price/performance
- Lower cost – more efficient, lower TCO
- More flexible – easier to integrate



Should we use Open Source software ?

- When / Where / How ?
- Open Source / Commercial / Mixture ?
- Who from / Who supports / Who integrates ?
- How much will it cost / TCO / ROI ?

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 Global Entrepreneur
 - ▶ <http://www.ibm.com/isv/startup/>

