Open Source in the Enterprise: Benefits & Risks

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Agenda

- Introduction
- Global Open Source Adoption
- Open Source Benefits
- Open Source Risks
- Mitigating Open Source Risks
- Summary

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The Source for Apache, Tomcat, Geronimo & Axis

- Covalent is the leader in products and services for ASF technologies including Tomcat, Geronimo, Axis, & Apache, the world's leading Web server*

- Covalent is one of the few sources of full Commercial Support for Apache, Axis, Geronimo & Tomcat

- Covalent currently supports more than 50% of Fortune 500 and 20% of Global 2000 companies

  *62% global Web server marketshare ~Netcraft April 2006 Web Server Survey

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Covalent & Chariot Solutions

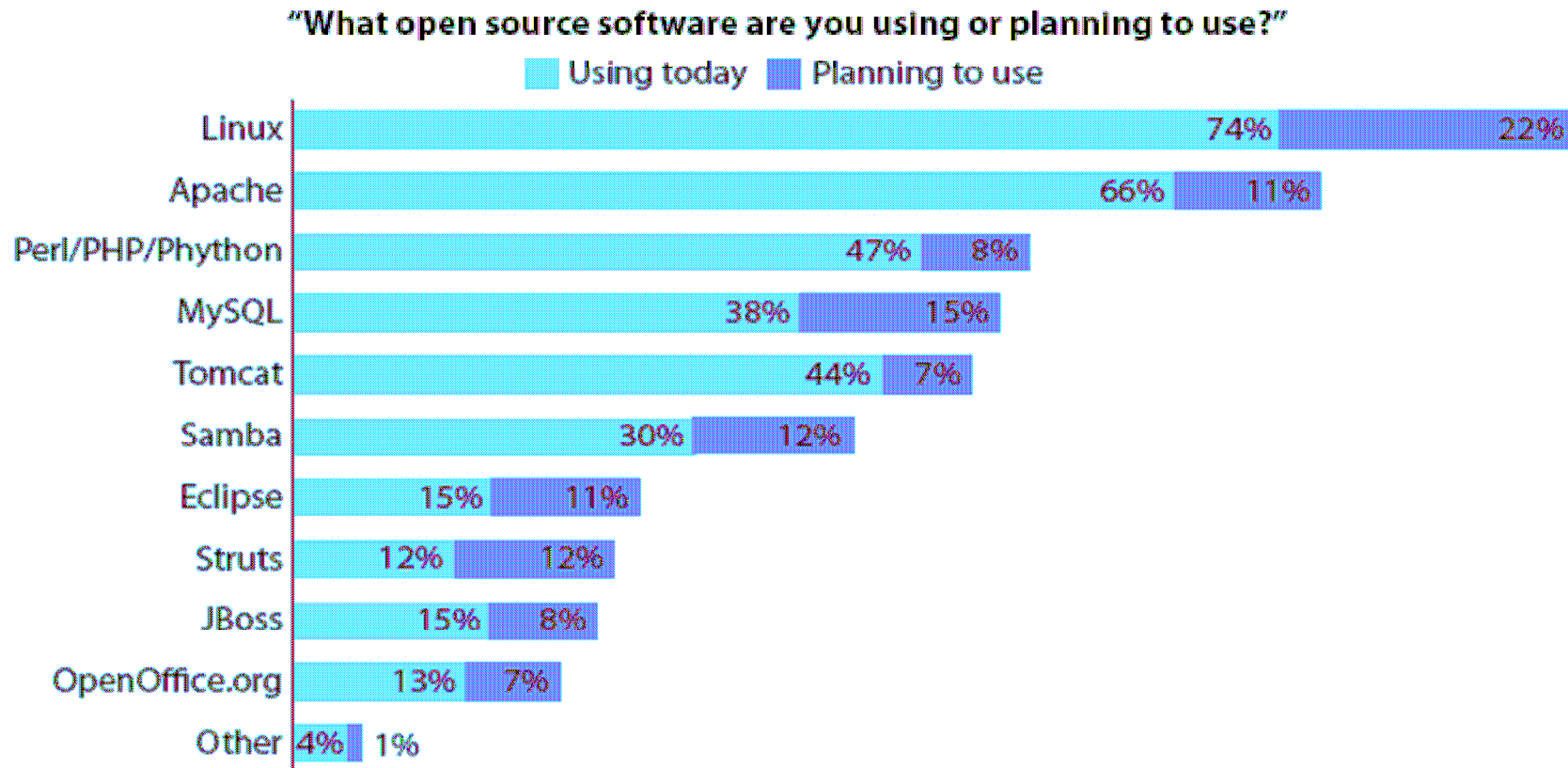- Strategic partnership formed in 2006

Global Open Source Adoption

- Open source software is being used by 71% of the developers in the world and is in production at 54% of their organizations

- 50% of the global developers claim that the use of open source is increasing in their organizations

Open Source Usage

Figure 1 Open Source Use And Planned Use

"What open source software are you using or planning to use?"

Using today ■ Planning to use

Software	Using today	Planning to use
Linux	74%	22%
Apache	66%	11%
Perl/PHP/Phython	47%	8%
MySQL	38%	15%
Tomcat	44%	7%
Samba	30%	12%
Eclipse	15%	11%
Struts	12%	12%
JBoss	15%	8%
OpenOffice.org	13%	7%
Other	4%	1%

Base: 95 IT decision-makers using or planning to use Linux or open source software
(multiple responses accepted)

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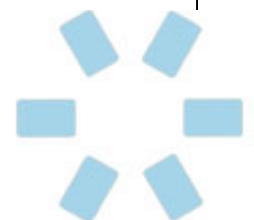
Open Source Benefits

- Low Acquisition and Support Costs
  - Open source technologies are easy to acquire → No license fees
  - No license negotiations required
  - Availability of informal support from community
  - Commercial support is usually lower cost than comparable proprietary solutions

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Open Source Benefits

- ## Availability of Source Code

  - Accessibility of code appealing to developers who gain insight into how code is architected → helps with debugging efforts

  - IT managers like the ability to update and improve the code without being dependent on a vendor

  - More developers looking at source code means more opportunities to discover and resolve bugs

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- ## Use of Open and Popular Standards

  - Open source software is largely based on standards → helps enterprises implement standards in vendor-neutral way

  - Even if open source product is weak on standards support, availability of source code makes it possible for IT organizations or others to add the support

  - Collaborative development means more individuals and companies are involved → Better Products
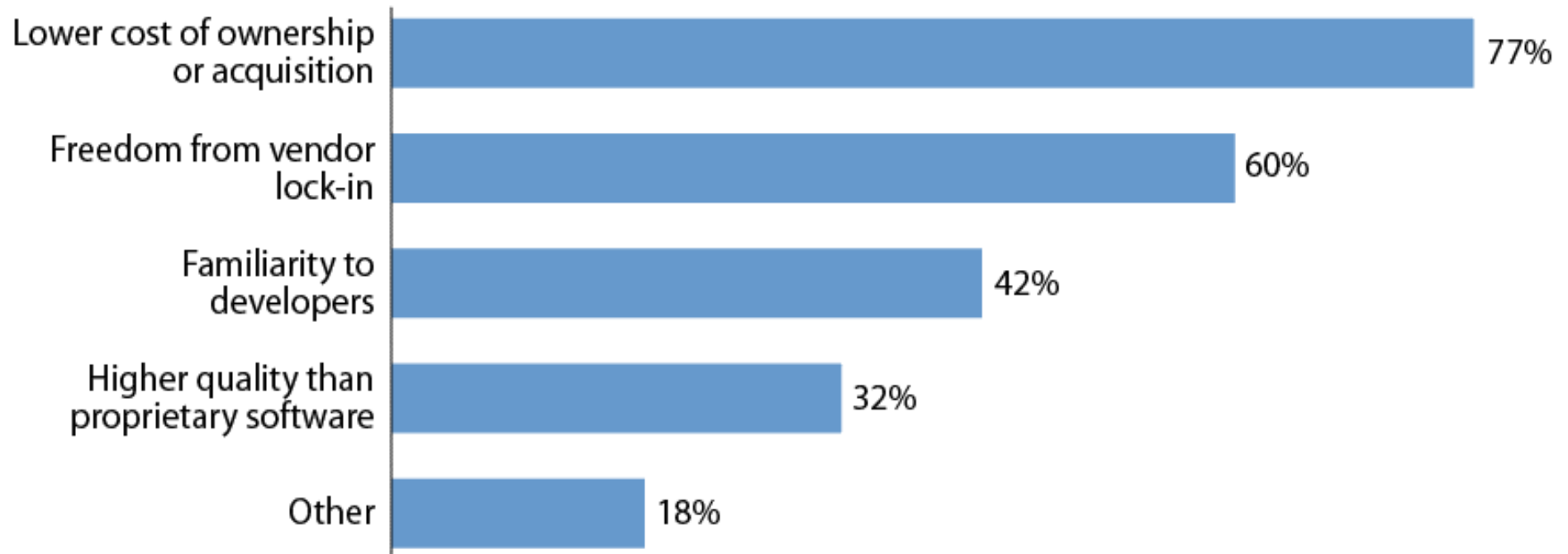
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Open Source Benefits

- # Vendor Independence

  - Greater freedom of software choice

    - helps enterprises avoid "vendor lock-in"

  - Availability of source code means firms with access to proficient coders can update and maintain code themselves, without the requirement of vendor involvement

  - Use of open, published standards in open source means that firms can readily substitute one product for another

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Open Source Benefits

"What are the primary reasons for adopting open source software?"

Reason	Percentage
Lower cost of ownership or acquisition	77%
Freedom from vendor lock-in	60%
Familiarity to developers	42%
Higher quality than proprietary software	32%
Other	18%

Base: 383 decision-makers at North American and European enterprises
(multiple responses accepted)

Source: Business Technographics® November 2005 North American And European Enterprises Software And Services Survey

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Open Source Risks

- ## Open Source Software is Hard to Integrate
  - OS developers tend to focus on developing software that addresses a specific need, ensuring that the need is well met
    - As a result, open source is highly componentized and projects may be developed in relative isolation from on another
  - Can be difficult for IT organizations to integrate multiple OS projects into an application

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- # Lack of Knowledge and Skills
  - Installing, configuring, and maintaining open source is often more complicated than proprietary software
    - Usually due to limited documentation
  - Information about an OS project is often limited, making it harder for IT departments to find, evaluate, and select the open source projects that best meet their business requirements

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Open Source Risks

- ## Inconsistent Support by ISVs for OS Software

  - Some vendors do not support an OS technology for use with their products

  - Management products may not completely support OS technologies

  - Frequent releases of open source software versions presents challenges for IT organizations and proprietary software vendors, alike

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Open Source Risks

- ## Limited Support Resources

  - Experienced OS developers have no problem relying on email lists to get questions answered → this approach does not scale and is not economical for a large enterprise

  - For some OS projects there is little activity on mailing lists where you can get support

  - Frequently there are not enough IT staff with sufficient knowledge to support the different open source technologies they use

  - Some open source projects only have a couple (or possibly only 1) developers working on it

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Open Source Risks

- ## Open Source Licenses may Conflict with Corporate Policy and Process

  - Open source software can be acquired at no cost, therefore bypassing normal licensing and policy controls

  - Corporate lawyers are not familiar with open source licenses to identify potential legal liabilities and mechanisms for controlling those risks

  - Firms lack the policies necessary to set open source adoption standards and manage the risks of open source licenses

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- ## Open Source Project Viability

  - Difficult for enterprises to know if project is viable

  - Project may have very few developers

  - There may not be any commercial support available for the project

  - Project roadmap might not be published

  - Unstable community

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Mitigating the Risks

- ## Create Internal Policy around Open Source
  - Define open source objectives
  - Investigate agreeable license options
  - Define requirements for commercial support
  - Establish internal champions & experts with community

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- ## Understand the Different License Options
  - BSD/Apache
  - GPL/LGPL
  - MPL

- <u>Note</u>: See White Paper: "Free and Open Source Licensing," Simon Phipps, Sun Microsystems, December 2006

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Mitigating the Risks

- ## Get Involved!

  - Get to know the projects and community

  - Understand project history and where it's being used

  - Identify what vendors are supporting it

    - For both commercial support and technology integration

  - Does project have roadmap/vision?

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Mitigating the Risks

- ## Work with Appropriate Vendors, Service Providers and Consultants

  - Hire or contract expertise for development and deployment
  - Obtain skills or assistance with integration
  - Commercial support from experienced vendor
    - Service level agreements with fix guarantees
  - Use commercial distributions of OS technology
    - Indemnification
    - Fully tested and certified

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Summary

- Open Source is **ready** for the enterprise

- Enterprises will be successful if they follow these simple steps to mitigating risks

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Questions?

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