

Practical Lessons and Practical Uses: Open Source in the Enterprise

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OSS Is Becoming Ubiquitous

By 2011, at least 80% of all commercial software solutions will include elements of open source.

Key Issues

1. What challenges will IT organizations face as they adopt and manage open-source software?
2. What future trends must IT organizations plan for as open source continues to penetrate software markets?
3. What specific steps should IT organizations put in place to optimally manage open source?

What Is Open Source?

The **open-source** software model describes a set of characteristics and properties for developing, delivering and supporting software.

Open source is licensed software in which the source code is made available to users so that they are enabled with the freedom to modify it for their own purposes and (within certain restrictions) redistribute original and derived works as they see fit.

The Open Source Definition

- Free Redistribution
- Source Code
- Derived Works
- Integrity of the Author's Source Code
- No Discrimination Against Persons or Groups
- No Discrimination Against Fields of Endeavor
- Distribution of License
- License Must Not Be Specific to a Product
- License Must Not Restrict Other Software
- License Must Be Technology-Neutral



(www.opensource.org)

The Biology of Open-Source Software

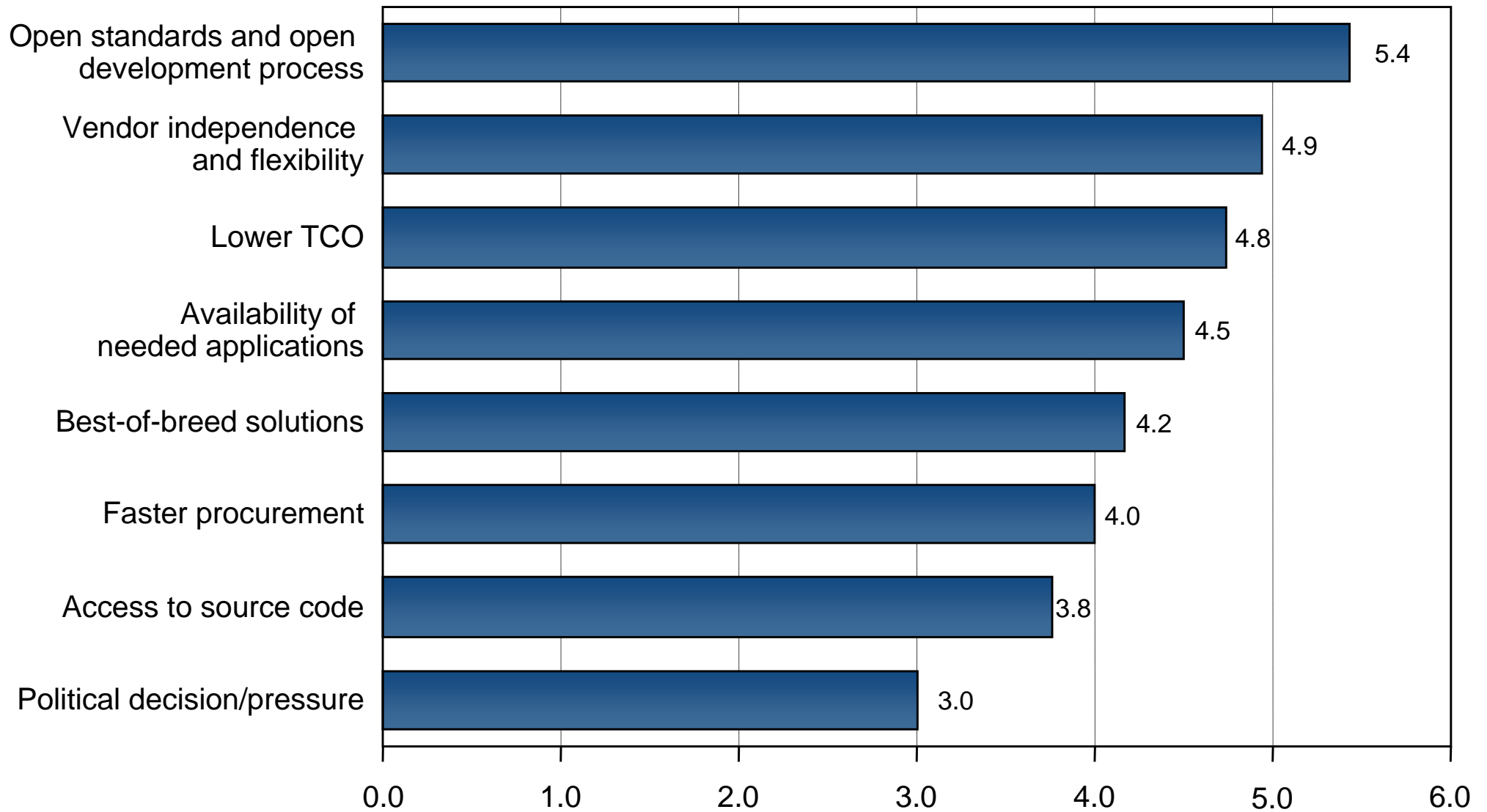
Natural Selection

Weeds Out Weaker
Competing Variations

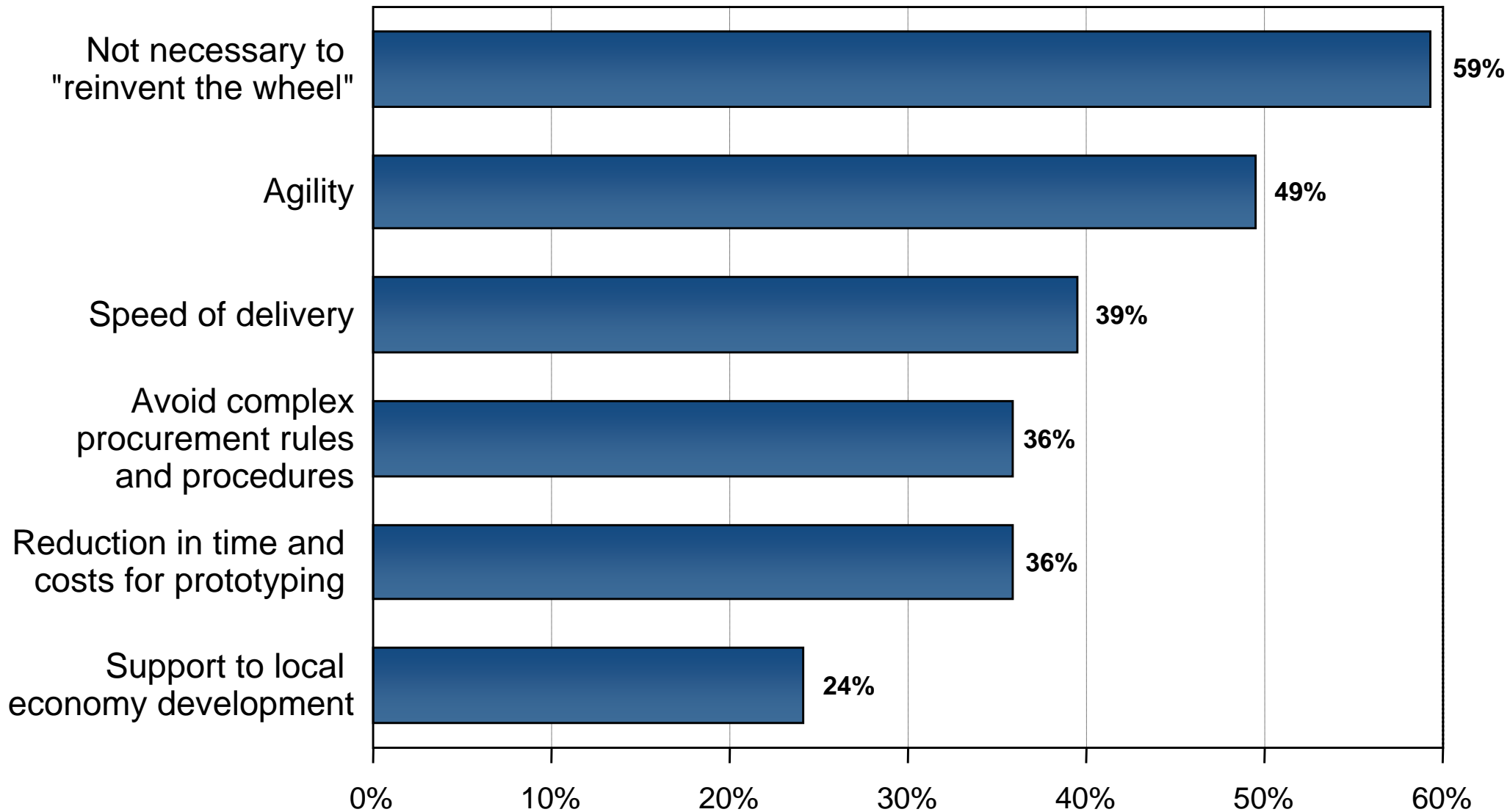


Yet, ***Specialization*** Allows
Variations to Coexist as Well

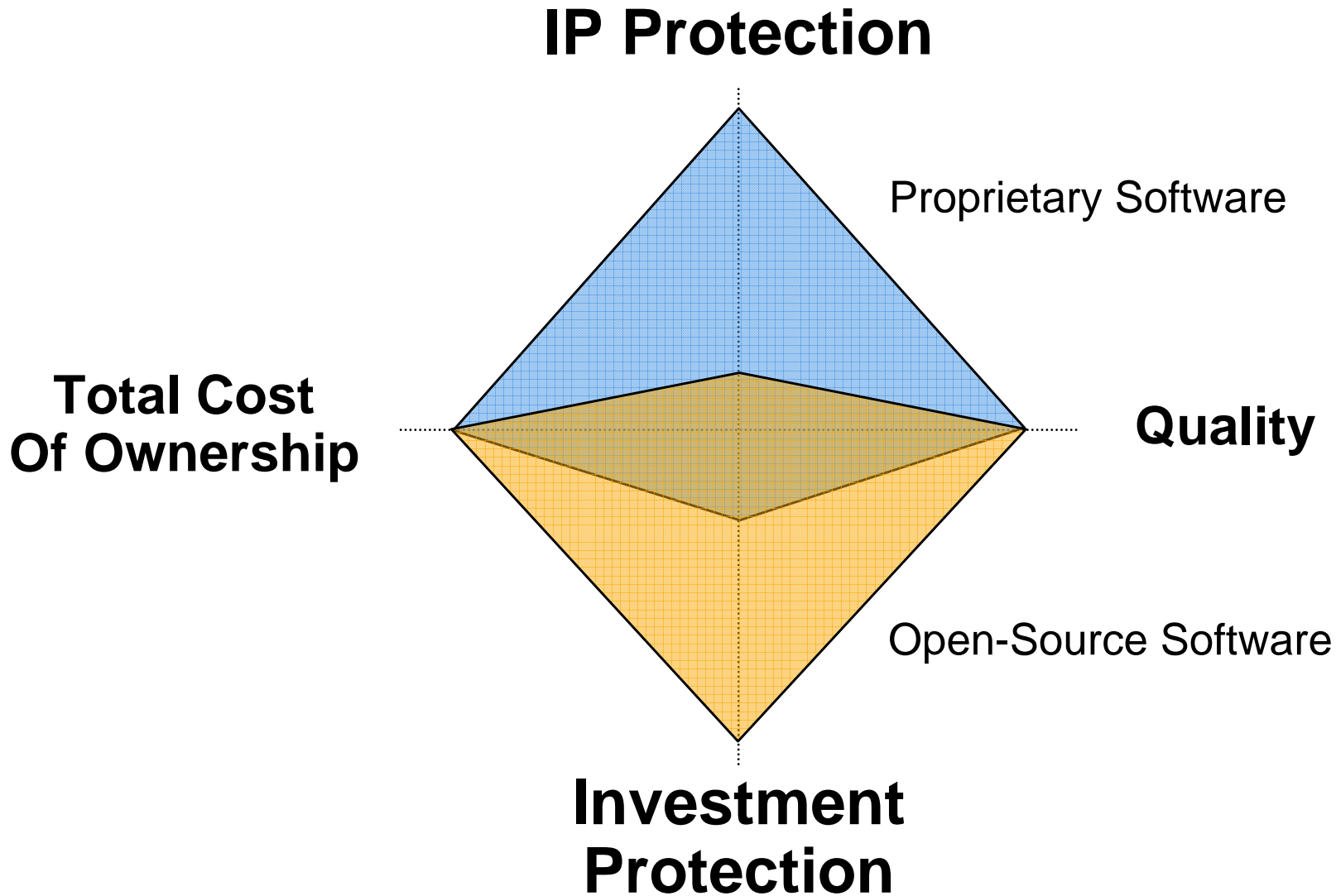
Why Open Source?



What Benefits?



Two Key Differences



Changing Adoption Patterns Through 2012

Primary Adoption Impulses

- Flexibility
- Independence

Secondary Adoption Impulses

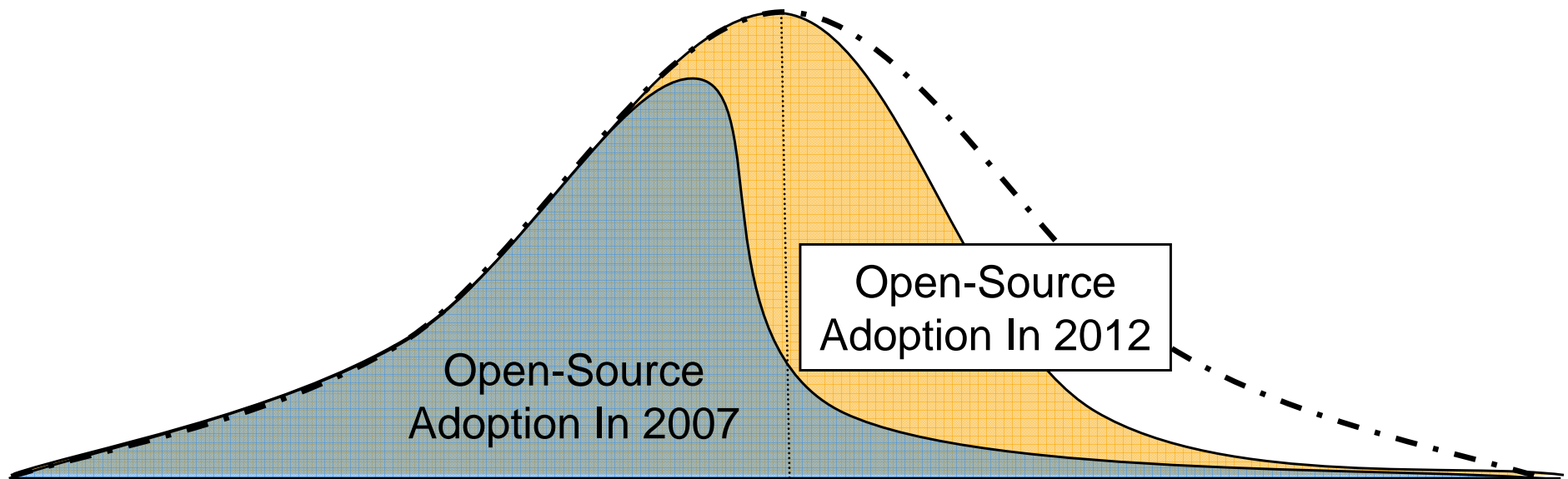
- Cost
- Risk

Primary Adoption Impulses

- Cost
- Risk

Secondary Adoption Impulses

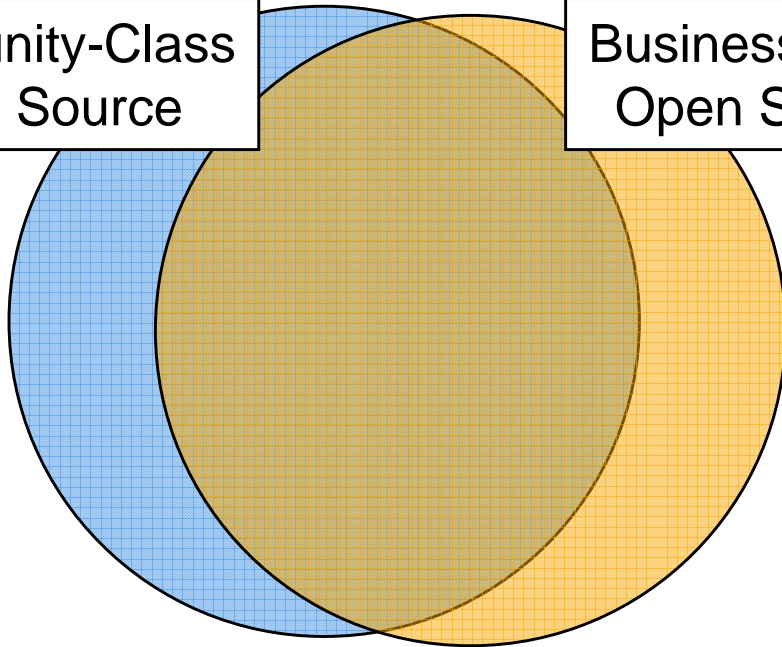
- Flexibility
- Independence



The OSS Community Will Expand and Divide

Community-Class
Open Source

Business-Class
Open Source

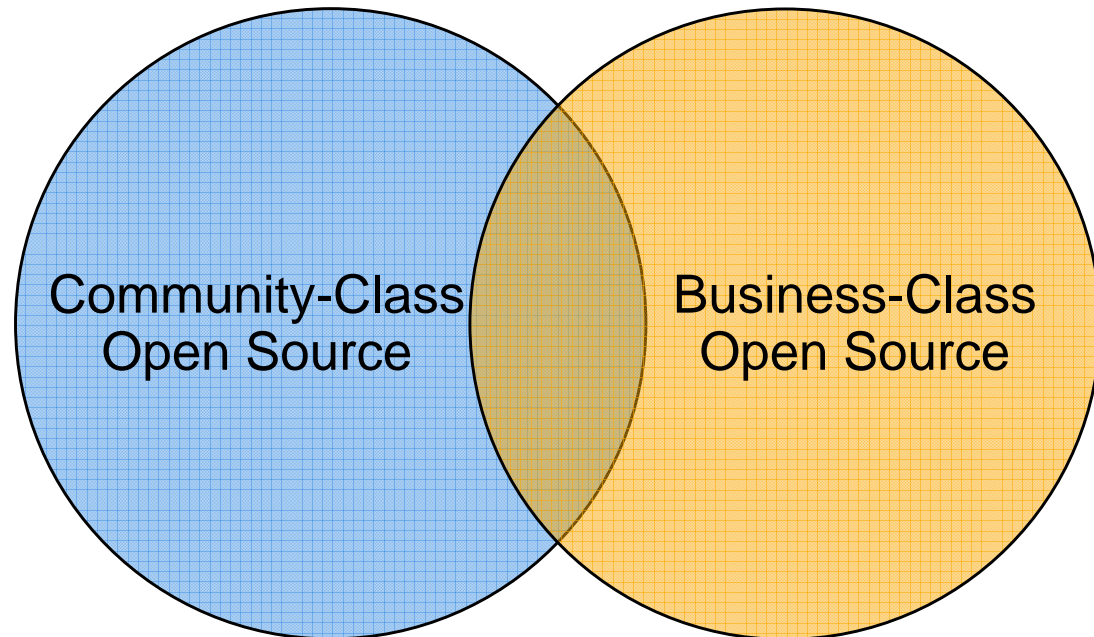


Scenario 1: By 2011, OSS community goals retain enough common ground to represent a single model (0.6 probability).

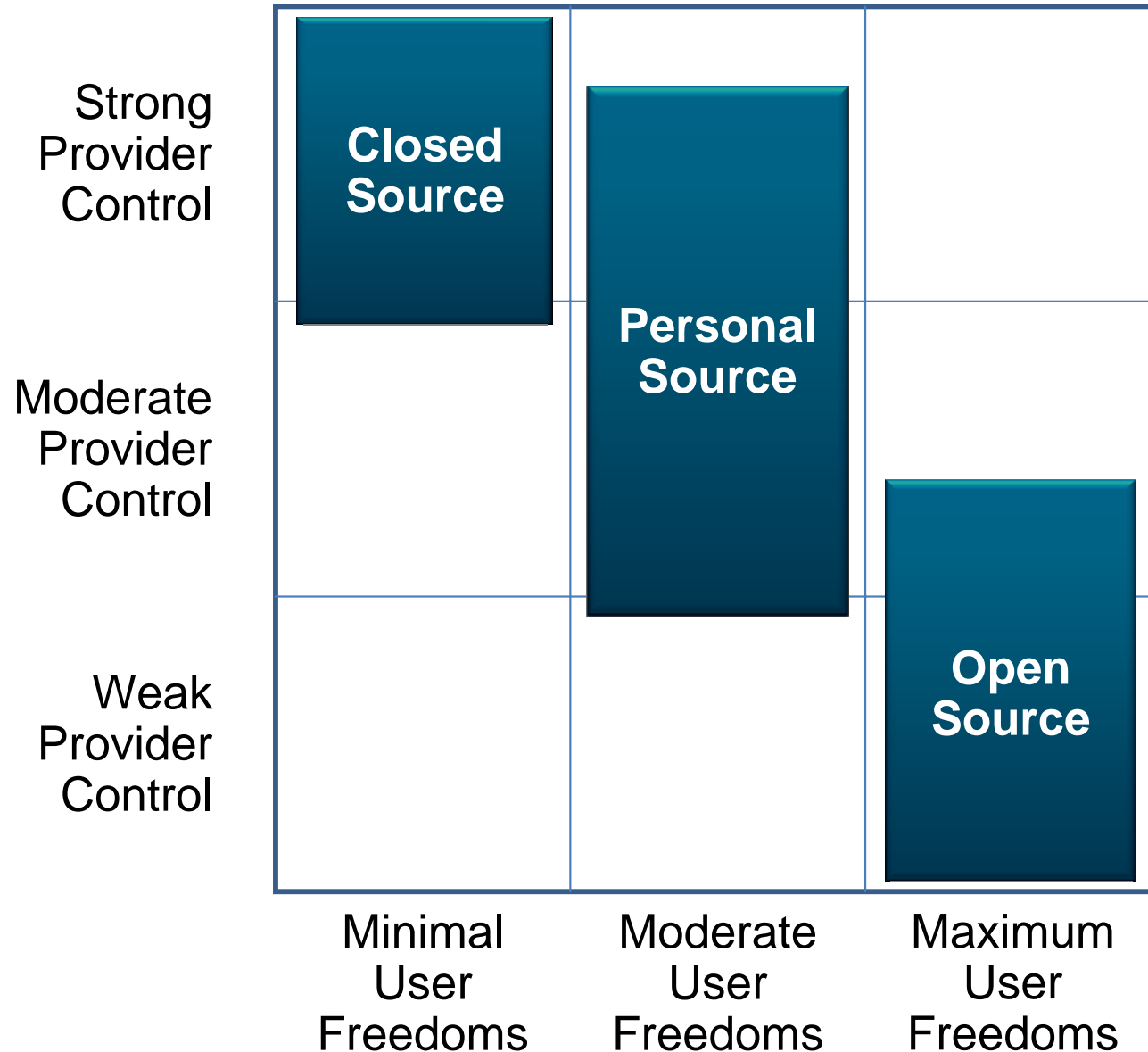
Scenario 2: By 2011, The OSS community goals diverge enough that two models will emerge with minimum overlap (0.4 probability).

Community-Class
Open Source

Business-Class
Open Source



'Personal Source' Software Emerges



The Business of Open Source

Commercial Open-Source Strategies

Indirect Revenue

- Embedded hardware and software
- Hosted or internally leveraged
- Leveraged via IT services

Direct Revenue

- Distribution
- Aggregation
- Customization
- Service and Support
- Indemnity, Warranty and SLA

Patronage (Not-For-Profit)

- Loose communities and individuals
- Formal .org foundations
- Vendor-centric sponsorships

Key Management Adoption Concerns

- Legal risks associated with open-source licenses
- Difficult software asset management control when open-source products are easily obtainable
- Open-source pedigree control for quality and security
- TCO advantages: Myth or reality?
- Integration and interoperability with established technology commitments
- Cost of migration from established technology commitments

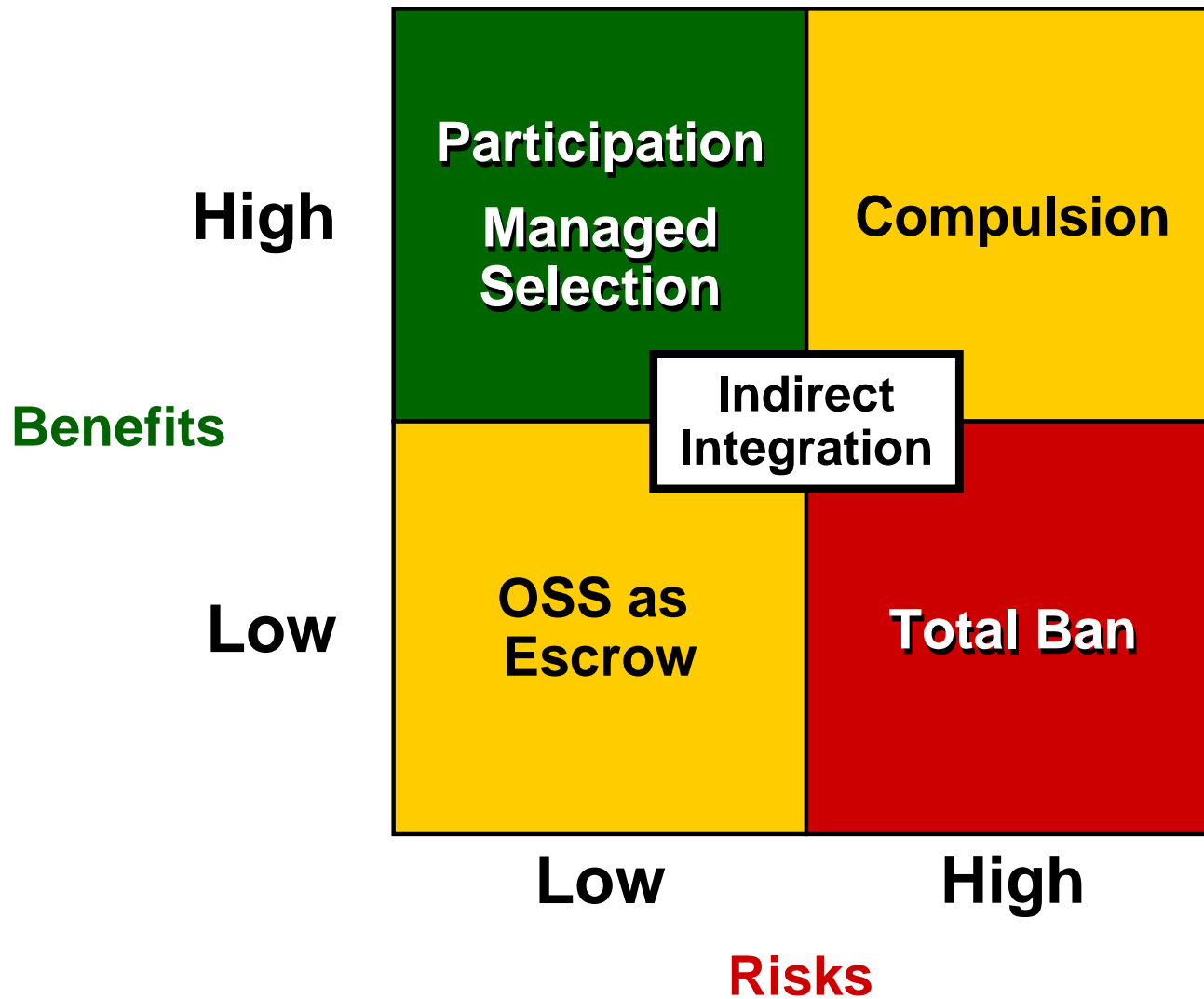


Measuring Open-Source Maturity



- Functionality
- Usability
- Quality
- Security
- Performance
- Scalability
- Support
- Documentation
- Adoption
- Community
- Process and Governance

Open-Source Benefits



Intellectual Property Strategies

Known	License Compliance Management	Expensive and NOT Guaranteed
Unknown	Warranty and Indemnity	?
	Copyright	Patent

Define an Enterprise OSS Policy

- Understand the details of every open-source license attached to products and projects you consider for adoption:
- Start with a comprehensive audit of all software assets used in your enterprise.
- Measure the maturity of each open-source solution you consider for adoption.
- Understand the mechanics of projects behind the solutions you consider for adoption.
- Secure trusted providers for each open-source project you adopt.

Define An Enterprise OSS Policy, Cont'd

- Secure a trusted provider for service and support for each project you adopt.
- Extend vulnerability management to OSS.
- Determine the level of legal protection you require for each project you consider.
- Establish a chain of command from the top-level management down to ensure policy compliance.
- Define corporate rules of engagement with the open-source community.

Key Factors To Success

- ✓ Understand the extent of the use of open-source software in your organization. Start with a comprehensive inventory.
- ✓ Apply a maturity model and pre-approve specific products or classes of products for specific uses.
- ✓ Adapt software procurement and selection policies with explicit provisions for availability of documentation, support and internal resources that are more relevant to open-source software.
- ✓ Develop business case "templates" that can be leveraged for new technology requests.

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