



LINUX BOX

Open Source

Is Open Source ready for you?

Are you ready for Open Source?





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Elizabeth Ziph, CEO

THE LINUX BOX CORPORATION





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AGENDA

- What is Open Source
- Linux & Open Source
- What is a Linux Distribution
- Is Open Source Ready for you?
 - Application availability & performance
 - Vendor support
 - Market acceptance
- Are you ready for open source?
 - Attitude & culture
 - Technical preparedness
 - Business opportunity/Risk, ROI, TCO
- PDCA





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WHAT IS OPEN SOURCE

- Richard Stallman, (*MacArthur Foundation award*), *Free Software Foundation (c compiler)*
- Open Source Code VS Closed Source Code
- Open systems
- Open standards (*e.g., , edi, IETF*)// De facto standards
- Shareware
- Freeware
- Open source community
- www.SourceForge.org





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OPEN SOURCE COMMUNITY

- Project developer(s)
- Contributors – code, patches, documentation
- Users / testers
- Adopters
- User Groups





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OPEN SOURCE COMMUNITY

In order to rapidly roll out software many people have to work on... it which matches the open source model

➤ In order for the software to be high quality it has to be exposed to scrutiny... which again matches the open source model

➤ In order for software to meet business need it has to be easily customizable...





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LINUX & OPEN SOURCE

Linux is an operating system kernel available under GPL License, whereby source code available freely.

It is a Unix-like operating system initially developed for the pc

BTW:

The Linux kernel contained 2.4 million lines of code





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WHAT IS A LINUX DISTRIBUTION

=

Linux Kernel (*Linus Torvalds*)

+

Low Level Software (e.g. Device Drivers)

+

Applications

+

Tools





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BTW:

One study of the Red Hat Linux 7.1 distribution found that this particular distribution contained 30 million physical source lines of code (SLOC).





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BTW: THE SCALE OF THE LINUX DEVELOPMENT EFFORT

Using the COCOMO (Constructive Cost Model*) cost model, it could be estimated that this distribution required about 8,000 person-years of development time. Had it been developed by conventional proprietary means, it would have cost over \$1.08 billion (1,000 million) to develop in the U.S. (in year 2000 dollars).

* <http://www.jsc.nasa.gov/bu2/COCOMO.html>





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THE SCALE OF THE LINUX DEVELOPMENT EFFORT

Can not be duplicated by one monopolistic company and produce the equivalent high **quality** response to needed changes.





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LINUX DISTRIBUTIONS

Debian

Gentoo

Mandrake

RedHat

Slackware

SuSE (Novell)

TurboLinux

Yellowdog

& Many more...





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IS OPEN SOURCE READY FOR YOU?

- Application availability & performance
- Vendor support
- Market acceptance





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POPULAR SERVER APPLICATIONS

- Web Services (Apache)
- Proxy Service (squid)
- Directory Services (OpenLDAP)
- Spam Control (spam Assassin)
- e-Mail (sendmail, postfix, qmail)
- Webmail (squirrel mail, Imp)
- Content management (tiki)
- Databases (Mysql, Postgresql)
- Project Management (Dotproject)
- Network management (Nagios),
- DNS (Bind)
- File Servers (OpenAFS, Samba,
- Library Management (koha)
- Course Management (Moodle)
- Integrated Accounting (Sql-Ledger)
- CRM (Sugar-CRM)
- e-commerce (OSCOMMERCE)
- Calendars (WebCalendar)





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POPULAR DESKTOP APPLICATIONS:

Baby steps recommended:

Use open source applications that run in Windows before moving users to Linux OS desktop.

- Office word processing spread sheets, drawing (Open Office, Star Office run on Windows & Linux)
- Browser (mozilla firefox, runs on windows and Linux)





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POPULAR CLUSTER APPLICATIONS:

- Geographical Information Systems
- Computational Fluid Mechanics
- Computer Aided Design





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POPULAR EMBEDDED APPLICATIONS:

- Thin Kernel
- Libraries
- Customized for products





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VENDOR SUPPORT

Big Boys

Hardware

- Dell,
- HP,
- IBM,
- Sun

Software

- Novell
- Oracle

Little Guys

The Linux Box Corporation,

Provides Linux & Open
Source Support since 1999.





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VENDOR SUPPORT

Assessment

Configuration

Installation

Integration

Trouble shooting

Implementation

Migration

Customization

Training & Knowledge Transfer

Giving back to the community



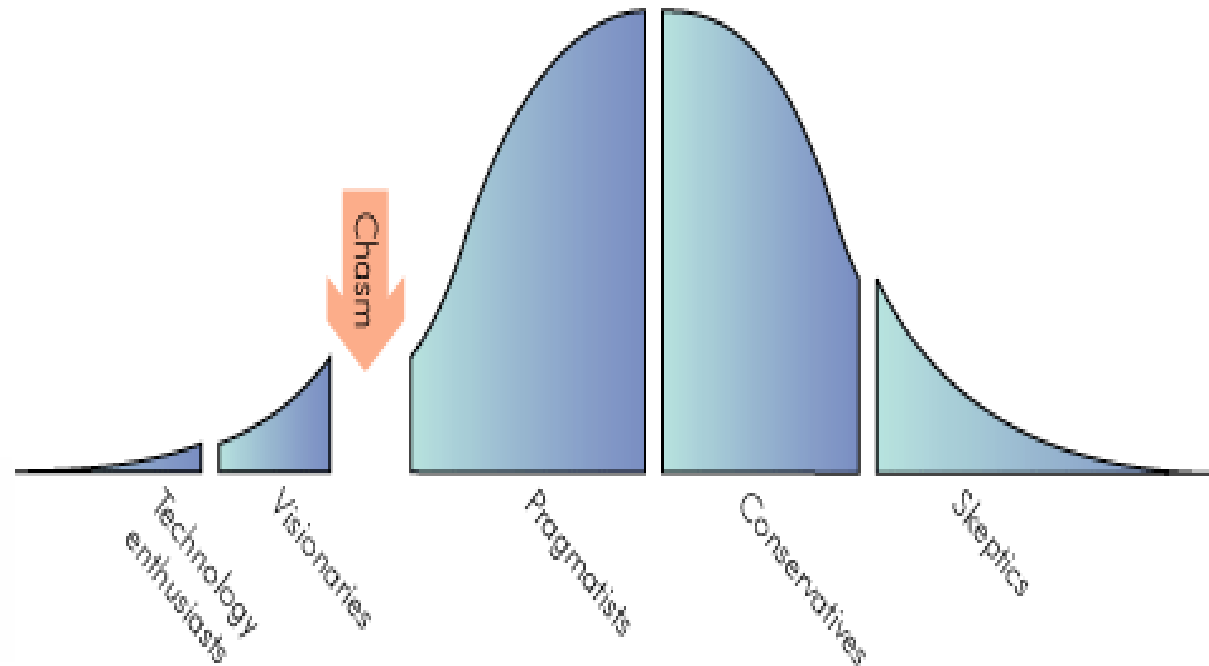


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MARKET ACCEPTANCE - ADOPTION LIFE CYCLE

The area of each segment corresponds roughly to the number of people who fit its profile.



“Crossing the Chasm” by Geoffrey A. Moore



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ARE YOU READY FOR OPEN SOURCE?

- Attitude (YGWYPF?)
- Culture (DIY)
- Technical Aptitude (Learning)
- Business risk (perception vs reality)
- TCO / ROI (ownership vs right to use)





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ARE YOU READY FOR OPEN SOURCE - ATTITUDE

The seven habits of wildly unsuccessful CIOs

December 22, 2003

Karen Ann Kidd

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1. Acquire technology simply because it's new
2. Exhibit a knee-jerk reaction against open source#
3. Create solutions in search of a problem
4. Eagerly reach beyond competency level
5. Act as CMOs—Chief Marketing Officers
6. Fail to understand relationship between technology and business
7. Don't communicate well with nontechs

#YGWYPF

http://techrepublic.com.com/5100-6300_11-5088739.html



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ARE YOU READY FOR OPEN SOURCE – CULTURE

Commercial, Off The Shelf : Dependence, Blame Culture

?

Open Source: Do It Yourself, Self Reliance Culture



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ARE YOU READY FOR OPEN SOURCE - TECHNICAL APTITUDE

Is staff readiness / willingness to learn a new technical paradigm

BTW

Unix background –
easier than
Non-Unix Background





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ARE YOU READY FOR OPEN SOURCE - BUSINESS ISSUES

Risk vs Opportunity or Perceptions vs Reality

- Cost of licenses
- Ownership vs right-to-use
- Forced conversions
- Unacceptable performance (RASPs)
- Risky business (security hacks &, break-ins, viruses, spam and other malware)



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ARE YOU READY FOR OPEN SOURCE - TCO/ROI STUFF

According to the October 2nd, 2003 article in the Economist*,

*"...The hottest "cold" technology is Linux, an operating system that comes free, **except for maintenance costs.**"*

* http://economist.com/printedition/displayStory.cfm?Story_ID=2101658



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ARE YOU READY FOR OPEN SOURCE - TCO/ROI STUFF

TCO refers to the administrative costs associated with computer hardware and software purchases, deployment and configuration, hardware and software updates, training, maintenance, and technical support.

www.microsoft.com/windows2000/techinfo/howitworks/management/glossary.asp



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ARE YOU READY FOR OPEN SOURCE - TCO/ROI STUFF

COMPONENTS:

Acquisition costs

The most obvious costs are related to the initial purchase of software and hardware

Directly related costs

Deploying and maintaining the technology platform, along with the costs of developing, supporting and integrating applications. Plus, training.



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ARE YOU READY FOR OPEN SOURCE - TCO/ROI STUFF

MORE COMPONENTS

"Consequential" costs

- The costs of both planned and unplanned downtime, which are often hefty and difficult to quantify
- Lost revenue opportunities
- The cost of capital wasted in idle productivity
- The cost of damaged business relationships with partners and customers
- The cost of success -- if a project is successful,
 - Will the technology platform scale to support growth?
 - Will applications need to be migrated to a different platform?



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ARE YOU READY FOR OPEN SOURCE

Beware of commissioned studies

... In a telephone conference with analysts last week, Martin Taylor, Microsoft's general manager of platform strategy, addressed the issue of pricing overseas. "We do know that we need to work with these governments so that we do have software and the right offerings priced in a way that's relevant to them and their consumers and their constituencies," he said. Taylor also said the company is countering Linux's unbeatable price tag by **commissioning studies that show the total cost of ownership over the life of the software is higher with Linux than Windows.**

Linux Nips at Microsoft's Heels - By Ronna Abramson, TheStreet.com Staff Reporter
3/8/2004 1:06 PM EST

<http://www.thestreet.com/tech/ronnaabramson/10147246.html>



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The problem for Microsoft is Longhorn isn't expected to be released until 2006. By then, Gus Zinn, an analyst with Waddell & Reed, **expects Linux will have killed off most of the Unix market, setting the stage for the real showdown against Microsoft.**

**Linux Nips at Microsoft's Heels - By Ronna Abramson,
TheStreet.com Staff Reporter, 3/8/2004 1:06 PM EST**



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The ties that bind

Finally, Microsoft execs cite one other advantage they offer over open-source software: tightly integrated products. Microsoft's next major operating system release, dubbed Longhorn, aims to integrate numerous products into the operating system and desktop, creating inter-dependencies that could further **lock customers** to Microsoft, notes Joshua Greenbaum, a technology consultant and principal with Enterprise Applications Consulting in Daly City, Calif.

Linux Nips at Microsoft's Heels - **By Ronna Abramson, TheStreet.com Staff Reporter 3/8/2004 1:06 PM EST**

<http://www.thestreet.com/tech/ronnaabramson/10147246.html>



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“...Open source is enabling a new paradigm whereby the vendor that makes the software does not have to be the vendor that supports and maintains and customizes the software..”

IT director of University of Wisconsin, Educause, Austin Tx 2004



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NEXT STEPS

Plan

Do

Check

Act / Adjust



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NEXT STEPS

The next time your software or application licenses are due to be renewed, or software needs to be upgrades or converted...

Plan for options (OSS/COTS/Hybrid)

Do chose to implement OSS if it meets your needs

Check how it's working in our environment

Aadjust your process for the next implementation



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THINK, INSIDE THE BOX

**The Linux Box:
we'll be delighted to help**

Thank you!

