



GOSCON

# The Changing Tide of Government IT

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# Open Source Development Labs



Founded 2000

- Seven global IT leaders came together to address shared challenges in the Linux industry

OSDL Today

- Seventy-three members on four continents
- OSDL employs Linus Torvalds; Andrew Morton is an OSDL fellow
- Making Linux and open source software deployable and accelerating its growth



# OSDL Membership – October 2006



# Welcome to Portland

- Today's Software Market
- The Changing Tide
- New Opportunities for Government



# Today's Software Market



# Today's Software Market

- Internet changing the game for delivering software
  - SOA
  - Enterprise 2.0
  - SaaS
  - Open Source
- New software business models
- Linux has validated the OSS development mode
- Dramatic increase in VC investments in OSS



# Today's Software Market

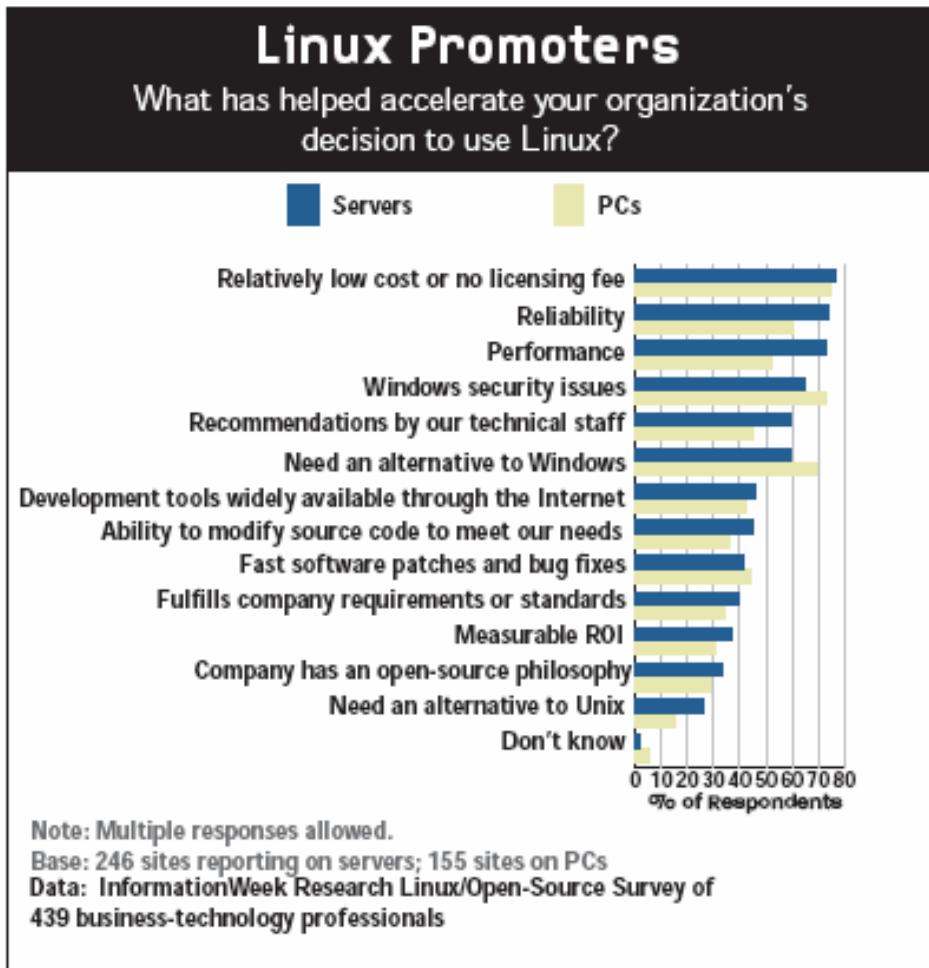
- Linux at 20% market share is mainstream
- OSS has become a viable part of infrastructure and middleware
- The question is no longer "if" to deploy OSS; it's "how" to deploy
- For the first time in history, customers are in control



# Market Drivers

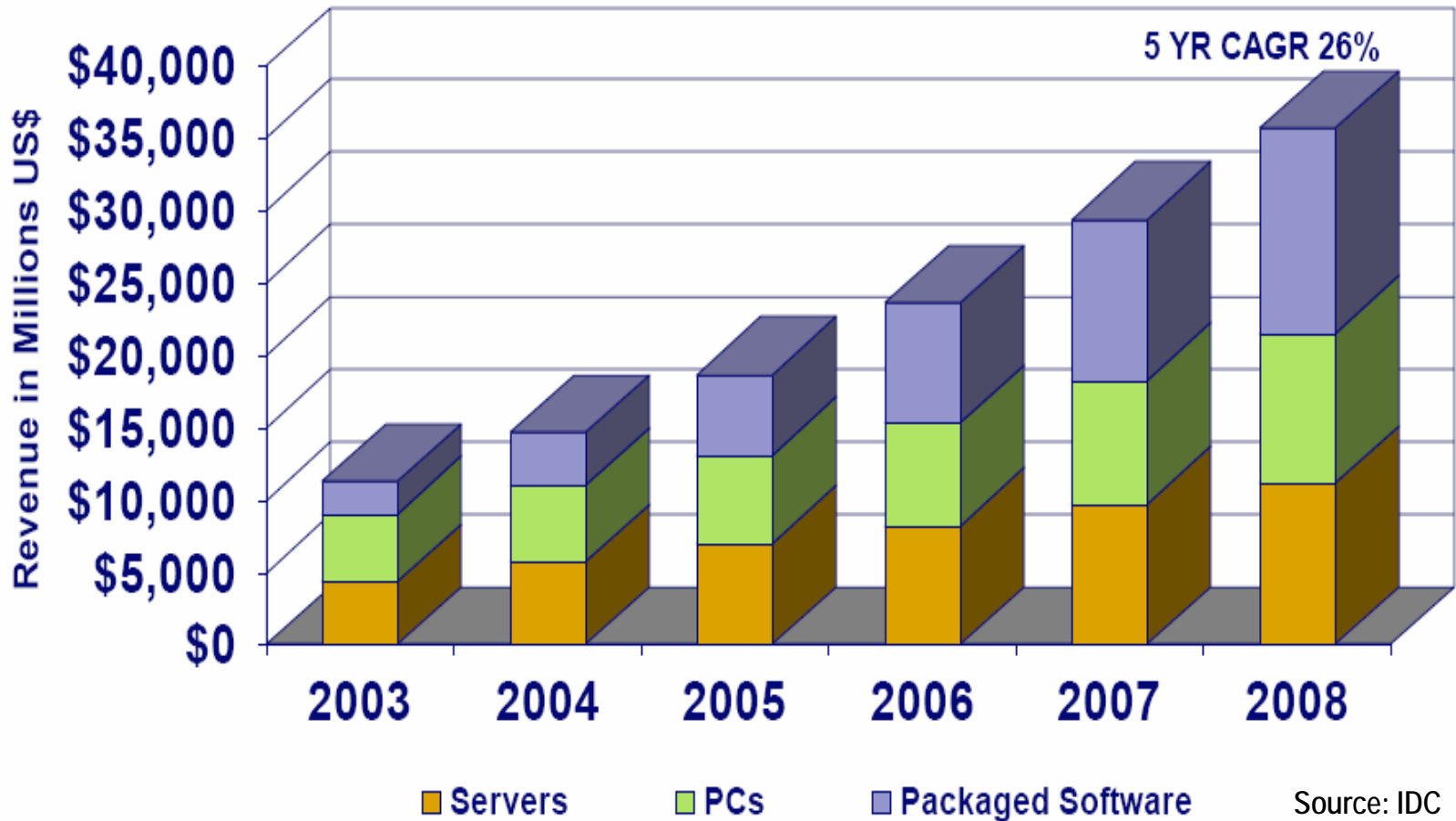
## Top 5 reasons

- Cost
- Reliability
- Performance
- Security
- Recommendation of technical staff

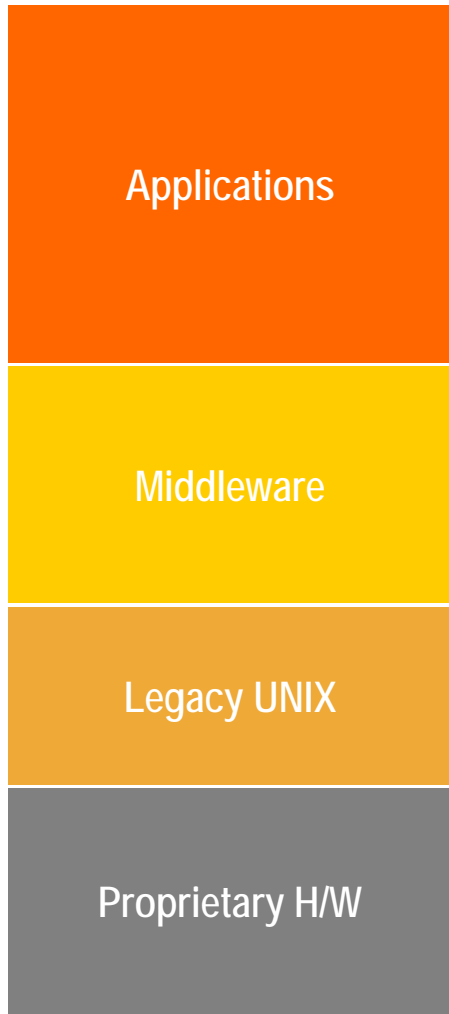


# Adoption Trends

## Linux Revenues to Top \$40 Billion in Two Years

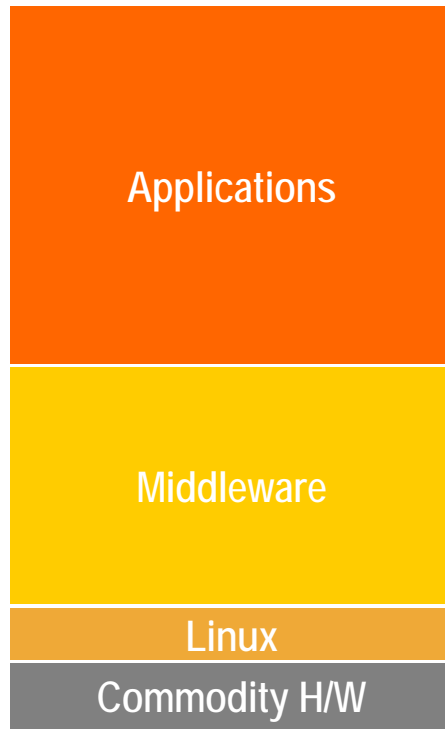


# Cost Implications of Linux and OSS



Legacy - 2000

*Total S/W and H/W Savings of > 25%*



Emerging - 2005



Hybrid - 2008

# The Changing Tide



# The Changing Tide

## Gov Votes For Open Source

"With growing support from policy-makers and adoption by the Department of Defense (DoD), Linux has rapidly moved beyond the curious alternative to become the platform of choice for many government agencies."

VARBusiness, September 2006

## Governments are entering a period of value shift for software

"They will soon change the way they develop and buy enterprise solutions, retaining the software value within the government community."

IDC, June 2006



# Motivations for Government: Why Open?

- IDC: Decreased cost and shared resources. It makes business sense.
- Natural partnership opportunities among different government entities to collaborate on common infrastructure
- OSS has become a fundamental component of IT operations
- Community development model



# New Opportunities for Government



# A New Software Paradigm for Government

- Join forces with other city, state or federal government agencies to develop common applications already budgeted
- Share dollars, staff, knowledge and other resources to build a community
  - Joint development for shared infrastructure and applications at much lower costs
  - Share expertise so you don't need to hire/contract individually
- Bring essential infrastructure and applications to fruition quicker and with more potential for interoperability and sustainability



# It's Happening Around the World

- EU Activities
- China, Japan, Korea Collaboration
- Open Source Symposiums in Asia
- BRICK Countries' Investment in Desktop



# It's Happening in the United States

- Veteran's Administration
- NASA
- Department of Defense



# It's Happening in Oregon

- Help Desk
- Open Innovation Center
- City of Portland Police Department
- State of Oregon Education Distance Learning



# Considerations for Collaboration

- Assess your solution stack and identify areas for collaboration
- Controlled rate of adoption; implement OSS at a rate that suits your needs
- Involve OSS legal experts to assist in licensing and IP





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