



OSS & FEDERAL GOV'T

Update & Notes on Collaboration



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October 13th, 2006
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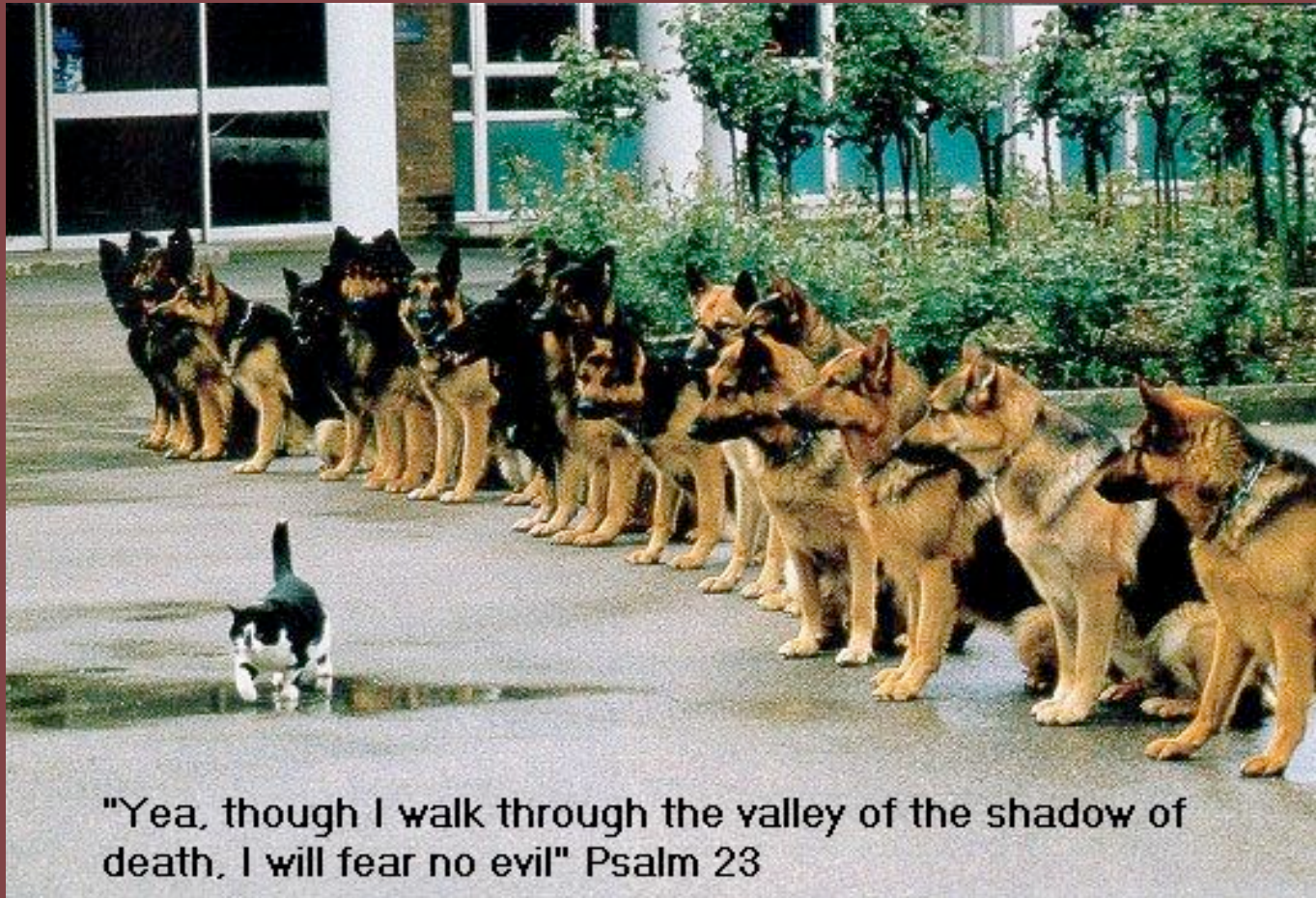
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SNAPSHOT

- | Overview
- | Adoption
- | Evolution
- | Agencies
- | System Integrators
- | OSS Partner Development
- | Collaboration: Cases
- | Snippets



Once Upon A Time...



"Yea, though I walk through the valley of the shadow of death, I will fear no evil" Psalm 23

...

...Where We're Headed



Overview

Like everywhere else, moving up the stack....

- | **OSS use pervasive and becoming more entrenched**
 - n DoD, civilian, independent agencies, and state-local looking to OSS for downloads, training, support, and services
- | **Challenge is to commercialize a large, growing base**
 - n Monetizing enterprise usage is necessary to fund the ecosystem
 - n Proliferation of varying models and FUD can be confusing
- | **Once largely Linux, now interest up to applications**
 - n Ranges from larger categories (CRM) to niche (geospatial) and includes policy-sensitive (security)
 - n Important to distinguish desktop in conversations
- | **Agencies and SIs beginning to view OSS as a strategic alternative**
 - n Red Hat acquisition of JBoss supports this notion
 - n Long budget planning cycles will delay evidence of larger impact

Adoption Drivers

Open source wave continues to rise...

I **Lean budgets and IT consolidation**

- n OMB-directed IT infrastructure consolidation
- n Dollars reallocated to Iraq and Katrina also affected

I **Maturation of policy**

- n Both OMB and DoD have approved use of OSS
- n DoD acquisition officials rejecting proprietary software lock-in
- n Open Technology Roadmap (2006)

I **Information-sharing politics**

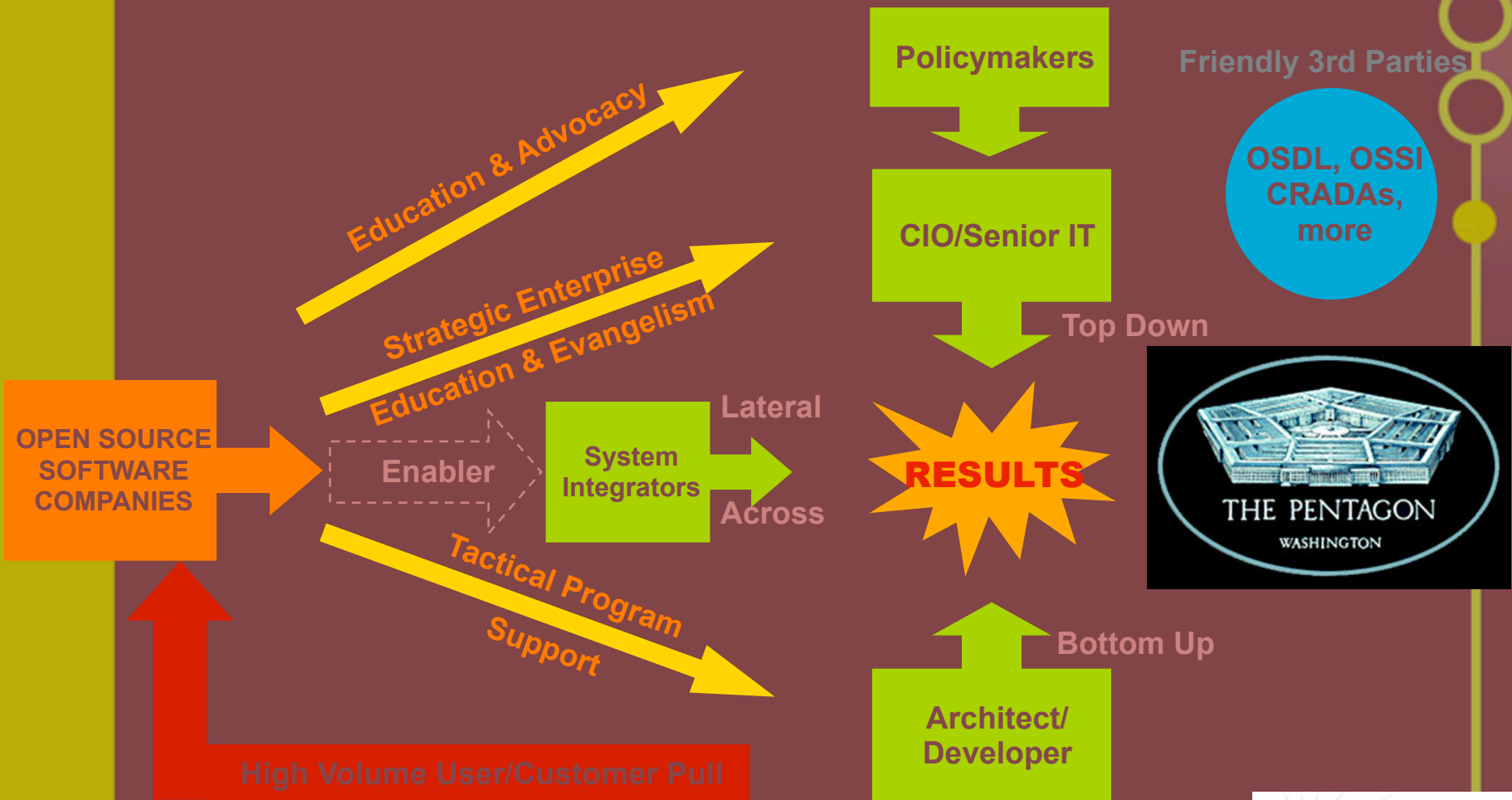
- n Visibility of post-9/11 reforms will favor open standards
- n Involvement of cash-strapped state and local entities
- n Increasingly hard to hide failure in communication-rich environment

I **Integrator performance & margin pressures**

- n Highly competitive, undifferentiated channel sees opportunity to be more agile while shifting dollars from licenses to bottom line – *and* generate incremental service revenue

OSS Federal Evolution

Respond to Users, Develop the Ecosystem



Agencies

Growth in reference agencies is robust

| **Intelligence Agencies**

n Many of the “three-letter” agencies

| **Defense Department**

n Navy, Army, Air Force, and other programs

| **Civilian Agencies**

n Commerce, Energy, Homeland Security, Agriculture, Federal Aviation Administration, Federal Bureau of Investigation

System Integrators

Partnering is key to scaling

I Hungry for margin

- n License elimination attractive when margins are as low as 5% for large SIs

I Tired of undifferentiated offerings

- n Highly competitive, “body-shop” oriented market eager to distinguish with agencies

I Hungry for innovation

- n SIs have responded well to OSS leadership in pushing open source solutions stacks

I Tired of product guys having the power

- n SIs don't want to be handcuffed by proprietary licenses when designing and implementing solutions

OSS Partner Development

- | Large OSS technology providers moving into government with more commitment
- | Players setting up OSS practices to focus on growing market
- | Partners viewing R&D vehicles such as CRADAs to focus on OSS development
- | Government SIs becoming more serious about sharing costs of certifying OSS for compliance
- | OSS will move from “interesting” to competitive weapon in next 24-36 months
- | Modification and maturation of procurement regulations will lag, but follow

Case Study: 9/11 Info-Sharing

Post-9/11 Information Sharing: "Connecting the Dots"

- | 9/11 Intel reform legislation passed
- | Mandated by 2004 Presidential Directive
- | ISC, NCTC, and more established
- | Early issues:
 - n Speed, authority, effectiveness
- | Debates:
 - n Policy or technology? Design or execution?
- | Solutions:
 - n Moving large orgs and changing the culture
 - n To start, get tactical and do something
 - n Feed improved outcomes to vested stakeholders who are players in the process

Case Study: R-Dex

Regional Data Exchange: Ties together federal, state, local law enforcement databases

- | Mandated by 2004 Presidential Directive
- | Rolling out to 12-18 regional areas
- | Key implementation in St Louis:
 - n Brings together FBI, Illinois State Police, Missouri State Highway Patrol, St Louis Metro Police, St Louis County Police, St Clair Sheriff's Dept
- | Capabilities:
 - n Research each other's case information
 - n Update law enforcement data as frequently as desired
- | As with N-Dex, relies on XML, open standards
- | Offers user-friendly GUI for on-the-ground ease
- | Soon to include DEA, US Marshals, BoP



Collaboration: Lessons





Collaboration: Lessons

Themes from federal efforts to collaborate





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Themes from federal efforts to collaborate





Collaboration: Lessons

Themes from federal efforts to collaborate

I Plan





Collaboration: Lessons

Themes from federal efforts to collaborate

- I Plan
- I Metrics





Collaboration: Lessons

Themes from federal efforts to collaborate

- I Plan
- I Metrics
- I Accountability





Collaboration: Lessons

Themes from federal efforts to collaborate

- | Plan
- | Metrics
- | Accountability
- | Dynamic





Collaboration: Lessons

Themes from federal efforts to collaborate

- | Plan
- | Metrics
- | Accountability
- | Dynamic
- | Character

