Pressures on Open Source

Free Software Trends and Directions

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Third Wave?
Software Freedoms

- Use
- Study
- Modify
- Distribute
Easy Collaboration
Open Source Ecosystem

Source Commons

Deployment 1

Deployment 2

Deployment 4

Deployment 3

Artisan
Virtuous Cycle Model of Open Source

- Initial Contribution
- Free Source Commons
- Developer Community
- Software Works

http://blogs.sun.com/webmink/entry/open_source_business_defined
Synchronization of Self Interest
By 2012, at least 70% of all commercial software will contain elements of open-source code (0.8 probability), but these products will not be licensed as open source.
Adoption
Procurement-Driven Market
Users Are Customers

Vendor's Role

Market Conditions
- Destructive Competition
- Industry FUD
- Exit Barriers

Sales Process
- Specification $\rightarrow$ RFP
- Proposal $\rightarrow$ RTU

Support
- Select
- Evaluate
- Build
- Deploy

Prospect $\rightarrow$ User
Procurement-Driven

*Customers become Users*

Spec  RFP  Bids  Pilot  Production

Payments required

Vendors drive process
Create a system, create the game that plays it
Adoption-Led Market
Users Become Customers

Vendor's Role

Marketing
Accessibility, Availability
Approachability, Low Barriers,
Branding

Select
What is available
as open source

Evaluate
With legacy infrastructure

Build
Iteration
Assembly

Subscription
Assistance, Updates, Warranty, Indemnity,
Bug Fixes, New Feature Creation

Deploy
Production

User Community Role

Inform
Support
Adoption-Led
*Users Become Customers*

Per solution, even per component:
- Hire the staff
- Buy the vendor subscription
- Spread the load to normal staff
“The” Open Source Business Model

- Promote adoption
- Develop adoption community
- Remove barriers to deployment

- Deliver value for fee
- Support scaling
- Subscriptions
The Subscription Model

- The Subscription contains all the license used to offer
  - Support
The Subscription Model

• The Subscription contains all the license used to offer
  ➢ Support
  ➢ Defect Resolution/Warranty
  ➢ Upgradeability
  ➢ Indemnity
  ➢ Production support tools

  ▪ … Plus a permanent, inalienable right-to-use
Policy Tip:
Make policy enable adoption-led factors
Freedom
Software Freedoms

• Use
  • Adoption-Led, Implement & Iterate
  • Succeed – or fail - early
  • Budget Control

• Study
  • Access to experts
  • Proven solutions

• Modify
  • Rich marketplace
  • Innovation freely possible

• Distribute
  • To your ecosystem
  • To every citizen
  • Within web pages & devices
The Greatest Enemy of Freedom is a Happy Slave
Specific Issues
FOSS Licensing: TNG
“A license describes the environment for a business relationship”

Corporate Lawyer
“A License is the constitution for a community”

Eben Moglen
License Classes

**Class A**

“Unrestricted”
- Create any work
- No restrictions on licensing

**Class B**

“File-based”
- Files derived from commons must use license B
- Files added may use any license

**Class C**

“Project Based”
- All files in project must use license C if any file derived from commons C

- BSD
- Apache
- MIT/X11

- MPL
- CDDL
- +++

- GPLv2
- GPLv3
- EUPL

Market-creating
Community-protecting
Transparency-Imposing
Software Patents
Broken.
Unhealthy (at best)
“Parallel Filing”
United Diversity
Distributed Authority
No Ground Fires
Sun and Open Source
Free Software
In
Open Source
Communities
Thank-you!

http://www.webmink.net
Transparency
With
Privacy
Open Source Operating System Evolution
Solaris Release Model

20 Years, One Development Base

Solaris Release
- 3-5 year release interval
- Periodic updates
  - Fixes, new hardware support
  - Long term (10+ year) support cycle

OpenSolaris Release
- 6-8 month release interval
- 5+ year support cycle
- Foundation for next Solaris release
What is OpenSolaris?
Community Participation + Solaris Innovation

- Community Participation
- Solaris Innovation
- DTrace
- Virtualization
- Installation
- Auto-Magic
- Time Slider
- Prediction
- Self Healing
- Security
- CIFS
- ZFS
- Containers
- Hardware Optimization
- Network-Based Packaging
- Open Storage
- OpenSolaris Community Projects
- Common Open Source Projects
- Perl
- GNOME
- MySQL
- AJAX
- php
- Network Virtualization
- Enterprise Power Management
- Common Open Source Projects
- OpenSolaris Community Projects
What Makes OpenSolaris Unique?

Community Participation + Solaris Innovation

- Network AutoMagic
- Desktop Search
- D-Light
- Time Slider
- Distribution Constructor
- Open Storage
- Hardware support and optimization
- Automated Install
- Image Packaging System
- CIFS
- Virtualization technology
- COMSTAR
- SourceJuicer
- Security
- Containers
- Predictive Self Healing
- ZFS
- DTrace
OpenSolaris 2009.06 Highlights

• June 1\textsuperscript{st} announcement at CommunityOne
  • Available for download and upgrades

• What's new
  • New Open Networking features
  • Enhanced Open Storage feature set
  • 5 year enterprise support
  • World record performance
  • New tools to simplify building 3\textsuperscript{rd} party applications
One Platform from Desktop to Datacenter
Delivering Differentiated Customer Solutions