



The Many Faces of “OPEN”

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Let's Talk About 3...

Open
Source

=

Opportunity
(for developers)

Open
Standards

=

Choice
(for users)

Open
Format

=

Access
(for all)

Open Source= Opportunity

(for developers)

What is Open Source?

Source code to a software program (i.e. Human readable code) that is

- Shared and distributed freely
- Licensed to allow use, modification and reproduction
- On a non-discriminatory basis
- Subject to peer review and public consensus

Why Open Source?

- Promotes unexpected innovations
- Creates opportunity for developers to innovate and develop new applications on existing foundations
- Massive peer review means higher overall quality
- In the “Participation Age” open source communities share technology & knowledge to refine and improve their own businesses, communities and society



Joy's Law

*Innovation will happen,
and it will happen
Somewhere Else*

Bill Joy
Founder
Sun Microsystems

Open Source Monetisation

- Two Golden Rules:

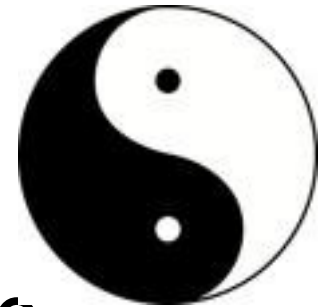
- > ***Collaborate***

- over what does not differentiate

- > ***Compete***

- by innovating on the commodity base

- Monetise Ubiquity at the Point of Value



Sun's Open Source Initiatives

opensolaris

12,000 Members, in just 6 months
30 major community projects
25 user groups worldwide
250 code contributors
27,500 downloads



7.5M Lines of code
Largest contribution EVER
80+ projects
Translated into 50+ languages
55M+ downloads



First Java IDE to support
J2SE 5.0 language features
40+ industry endorsements
8M+ IDE downloads

OpenSPARC

First 64-bit, 32 Thread Architecture
RTL code available under GPLv2 license
Announced 12/6/05, Avail. 3/21/06
Linux port already in progress by
community member



Project GlassFish

1200+ members
Includes Java EE 5, JWS DP and other Web services
technologies
200,000 downloads

And now...Free and Open Source Java



Java Technology
GET IT FREE
from java.com

Benefits of Open Source to Governments

- Increases technical literacy
- Enables a new generation of programmers / innovators
- Enhances local technology industry
- Creates jobs
- Grows the economy

Open Source is OPEN if:

- License does not restrict:
 - > **Parties** to whom the code may be licensed
 - > **Uses** to which the code may be put
 - > **Software** of which it may become a part
 - > **Pricing** of the software using the licensed code
- Source easily and inexpensively available
- Modification to the source permitted at least to the degree patches are permitted
- License must not affect licenses of other code distributed with the licensed software

But ...

Open Source
relies on
Open Standards
for
Interoperability

Open Standards= Choice

(for customers)

What are Open Standards?

Specifications that

- Define & describe interfaces, file formats, protocols, etc., that
 - > Outline agreed-upon conventions
 - > Allow and encourage multiple competing implementations without undue constraints, and
 - > Enable interoperability among diverse programs
- Are developed and managed in an open process
- Are subject to extensive public review

Why Open Standards?

- Enable and enhance interoperability
- Drive competition and lower prices
- Avoid single-vendor lock-in
- Lower or eliminate cost of changing applications (substitutability)
- Provide freedom of choice for customers

Why Not “Closed Systems”?

- Locked into one vendor's offering
- Unpublished program interfaces inhibit third party extensions and adaptations
- Customers depend on one vendor—no best of breed approach possible
- Customers are forced to follow the upgrade path and licensing model of the vendor



Open Standards are OPEN if they:

- Are created and modified through open participation in a widely-recognized vendor-neutral industry forum,
- Are available to anyone for implementation and use on a royalty free basis,
- Have no intellectual property encumbrances on their use, and
- Have multiple competing implementations on multiple platforms.

Open Format= Access

(for all)

What is OpenDocument Format (ODF)?

Open standards for displaying and storing data files (e.g. documents, presentations, spreadsheets) that

- Can be implemented by any application developer
- Encourage multiple competing implementations on multiple platforms
- Enable access to documents, independent of the applications that created them
- Was approved unanimously as an **International** Organization for Standardization (ISO) and International Electrotechnical Commission (IEC) **Standard** in May 2006

Why is ODF Important?

- **Access** - Ensuring that documents are usable in the future by anyone, at any time
- **Choice** - Competition among vendors, including both proprietary and open source applications
- **Innovation** - Interoperable document formats promote innovation in the market for office applications



How can ODF help?

PROBLEM:

If a document format is closed or proprietary, then only the application that created it can open and edit it perfectly.

**INFORMATION ALWAYS
OUTLASTS
TECHNOLOGY**

SOLUTION:

If the document format is a truly open standard, approved by a recognized standards body and freely available to be used by anyone, then any application that implements that standard can open and edit the document.

ODF is about Ease and Access

- **Ownership:** Governments today may no longer truly own their documents; they can lose the ability to access, modify and use archived documents at some future date
- **Future use:** ODF can ensure that a document saved today will not be technologically locked tomorrow

ODF's Economic Benefits

- **Lower Costs**

- > Price competitive applications -- ODF is available, royalty free, to anyone, without restrictions
- > Citizens will not have to buy a specific application to access government information
- > No-charge solutions are available

- **Innovation and Jobs**

- > ODF provides a platform-independent format on which anyone can build and distribute new applications and services
- > This benefits the local economy and creates jobs

ODF & Cultural Preservation

- More and more documents of potentially historical significance are created and stored in digital form
- It is essential that governments retain the ability to archive these documents
- These documents and files must be in a format that will be freely accessible today and for future generations

ODF is Sharable & Reliable

- Open standards are critical for emergency preparedness
- When the tsunami struck Thailand, its government and responding domestic and international agencies were unable to share information because each used different data and document formats



- Public access to essential government services should never be restricted to users of one brand of software

The ODF Movement

The ODF Alliance was launched in March 2006, to help solve the problem of continued access to documents

It is now comprised of:

- from over 50 countries.
- over 360 members (including commercial entities, government agencies, and non-profit organizations)

ODF Offerings

- Businesses are responding to the needs of governments and their customers, and implementing ODF in their products
- ODF-based applications are available in the market today:
 - > Open source: e.g. OpenOffice.org and Koffice
 - > Commercial software: e.g. Sun's StarOffice and IBM's Workplace
 - > Web-based: e.g. Google Docs & Spreadsheets



ODF is a Global Trend

- Promotion and adoption of ODF is growing rapidly, demonstrating the global need for freedom of control and choice in document applications
- ODF and open standard policy leaders include Belgium, Brazil, Denmark, Extremadura [Spain], Malaysia, Massachusetts, Norway, and Thailand



EU Recognizes Need for Open Formats

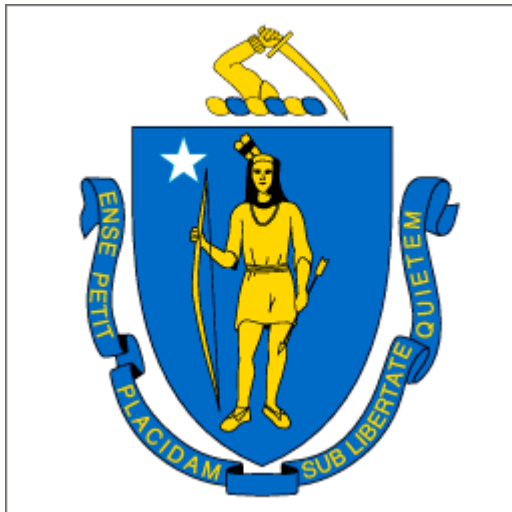
“Transparency and accessibility requirements dictate that public information and government transactions avoid depending on technologies that imply or impose a specific product or platform on businesses or citizens.”



Pedro Ortún
Director, DG Enterprise & Industry
European Commission
July 19, 2005

Massachusetts Mandates Open Formats

“Open formats for data files ensure that government records remain independent of underlying systems and applications thereby preserving their accessibility over very long periods of time.”



Commonwealth of Massachusetts
Enterprise Technical Reference Model
(ETRM v 3.5) September 21, 2005

An Open Format is OPEN if it is:

- Based on an underlying open standard
- Developed through a publicly visible, community driven process
- Affirmed and maintained by a vendor-independent standards body
- Fully documented and publicly available
- Without proprietary extensions
- Available in multiple competing interoperable implementations on multiple platforms

The Next Steps...

> Run pilots to explore the implementation of ODF-supporting applications

can prove ODF's cost savings

> Adopt government policies that require open standards and specifically adopt software applications that implement ODF

overcomes an adoption hurdle

> Require support for ODF in future government software procurement

will induce greater procurement

> Insist that office applications used by government use ODF as the save default

automatic use

Thank you

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