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Open Standards - Open Source
The Business, Legal, and Technical Challenges Ahead

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In association with UNIVERSITY *of* ST. THOMAS

Cargill's Perspective on Open Source

Presented

By

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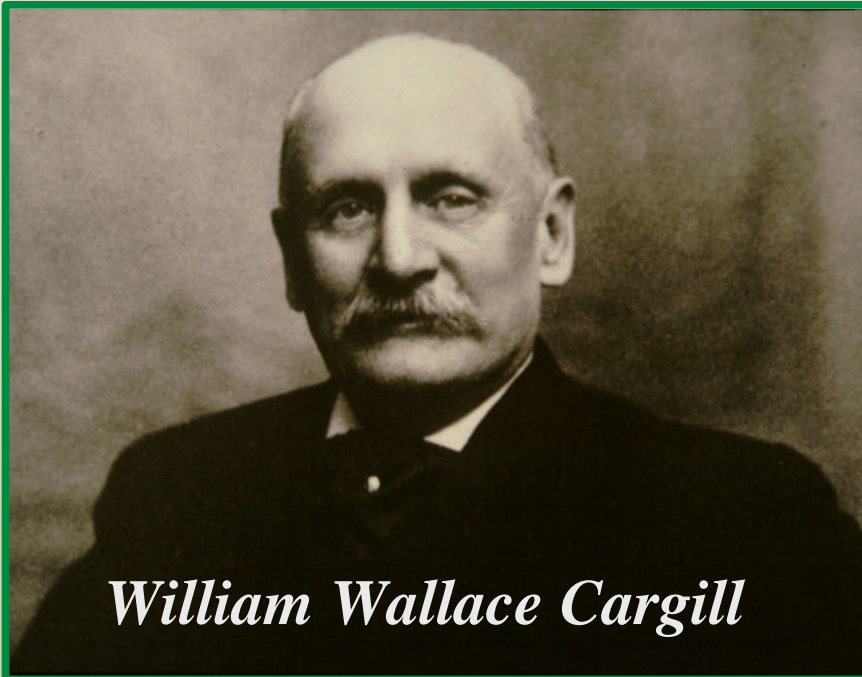Senior IT Technical Consultant

Cargill

Cargill™

Nourishing Ideas

Nourishing People

Founded in 1865

William Wallace Cargill

- Small grain warehouse in Conover, Iowa
- Long held values
- Follow expansion of railroads

Cargill

Today we're providing customer solutions in three areas:

- Supply chain management

- Food applications

- Health & nutrition

Cargill

Cargill is a global company

- 97,000 employees

- 59 countries

- More than 1,000 locations

- Greater than $51 billion in gross sales

Cargill

Cargill at a glance

➤ Private, family-owned since 1865

➤ Established ESOP in 1992

➤ Growth orientation

Cargill™

Rank in Fortune 500

Based on revenues

		$ millions
1.	Wal-Mart Stores	246,525
2.	General Motors	186,763
3.	Exxon Mobil	182,466
4.	Ford Motor	163,630
5.	General Electric	131,698
6.	Citigroup	100,789
7.	Chevron Texaco	92,043
8.	Intl. Business Machines	83,132
9.	American Intl. Group	67,722
10.	Verizon Communications	67,625
11.	Altria Group	62,182
12.	ConocoPhillips	58,394
20 .	Cargill	50,800

Cargill

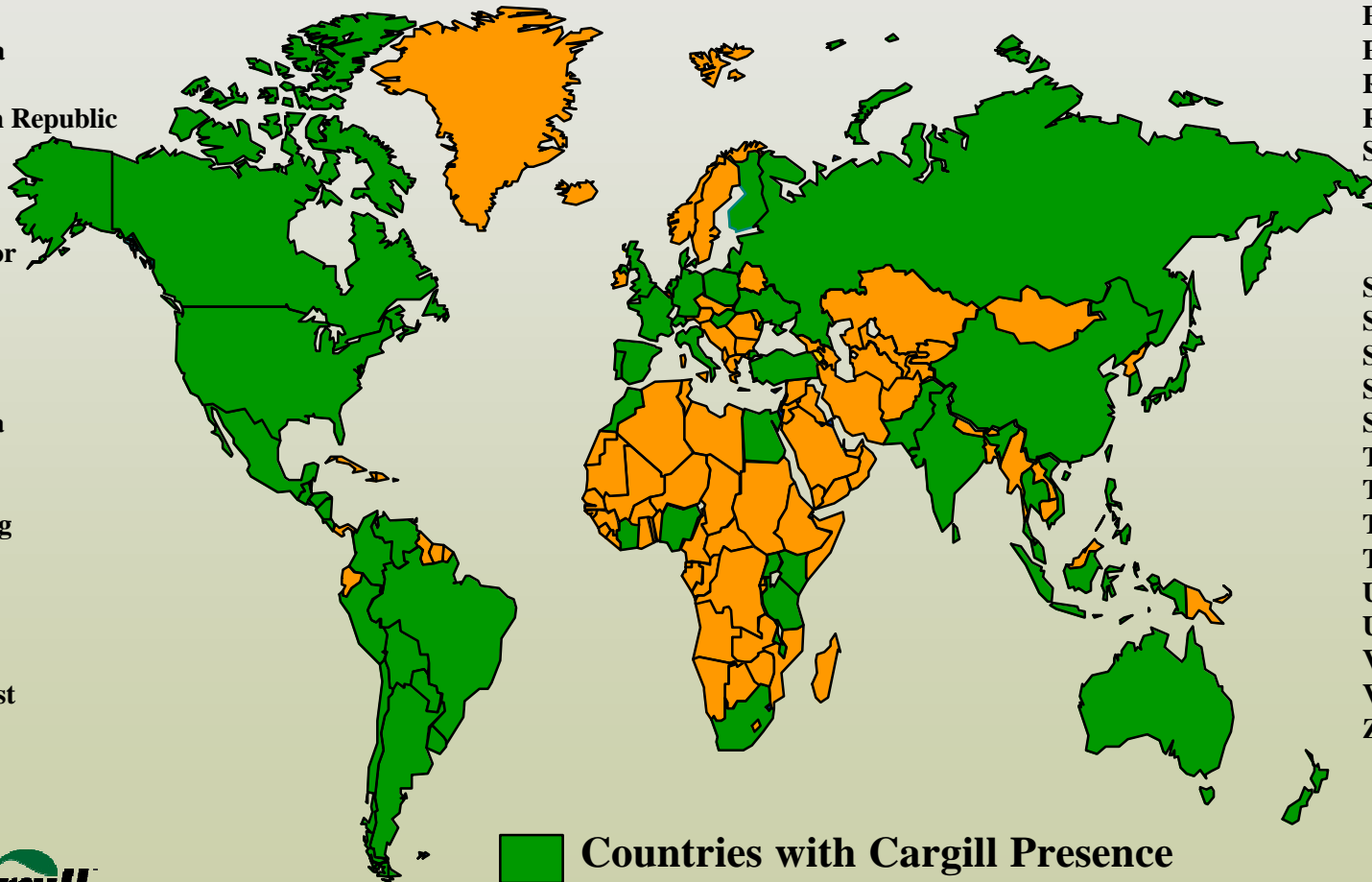Source: Fortune Magazine April 2003

Operations worldwide

Argentina
Australia/New Zealand
Belgium
Bolivia
Brazil
Canada
Chile
China
Colombia
Costa Rica
Denmark
Dominican Republic
Egypt

El Salvador
England
Finland
France
Germany
Guatemala
Holland
Honduras
Hong Kong
Hungary
India
Indonesia
Italy
Ivory Coast
Japan
Kenya
Malaysia
Mexico

Morocco
Netherland Antilles
Nicaragua
Nigeria
Pakistan
Paraguay
Peru
Philippines
Poland
Portugal
Romania
Russia
Singapore

South Africa
South Korea
Spain
Sri Lanka
Switzerland
Taiwan
Tanzania
Thailand
Turkey
Ukraine
United States
Venezuela
Vietnam
Zimbabwe

Countries with Cargill Presence

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Cargill is known for its skills in managing risk.

- Cargill will look at the state of the market along with the risk of supporting global applications on open source before any large roll-out.

Cargill

Cargill is typically not at the leading edge when it comes to technology

- The following areas need to be considered:
  - Global availability
  - Global Support both internal and external
  - Cost

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Is Open Source Acceptable and used from a business perspective?

- Apache

- Perl Development (But, I'm not sure how many managers realize this is Open Source.)

- Tomcat

Cargill

Is Open Source Acceptable and used from a business perspective?

- Samba (Under Evaluation)

- Linux (Under Evaluation)

- Development Tools –
  - CVS, Bugzilla, Axis, Log4j, Struts, ANT, OpenSSH, OpenSSL, JBOSS, Jakarta tools, Xerces, Xalan

Cargill

What issues must be resolved for for use in the enterprise?

- Education – IT needs to do a better job of communicating the benefits of Open Source to management
- Mind Share – Management fears will ease as more Cargill approved vendors support things like Linux
- Version Control
- For Linux too many Variants
    - Who will financially survive
    - Who may be taken over by a vendor
- Licensing
- Legal Issues

Cargill

In Closing

- Open source will be more accepted within Cargill when:
    - Applications become more mainstream
    - As market share increases the reluctance of using open source with then decrease
    - When management has been educated so they can understand the value as well as the risks

Cargill