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Boundaryless Information Flow

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Open Source in the Enterprise

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Open Source in The Enterprise

Bridging the Accountability Gap

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Four areas of concern

- ❑ Business
  - ▪ Costs, Case, Confidence, Risk
- ❑ Technical
  - ▪ Quality, Interoperability, Standards
- ❑ Legal
  - ▪ Licenses, Patents
- ❑ Cultural
  - ▪ Attitudes, Ethics and Relationships

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Vendor concerns

- ❑ Competition with low-cost alternatives

- ❑ Competition with new development methods

- ❑ Opportunity for Buyers to break-out of proprietary solutions – supported by Policy Makers.

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Buyer Concerns

- Software is fit for purpose

- Standards compliance for interoperability

- Support during period of use

- Maintenance & future-proofing

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Axioms

- ❑ Businesses are financially accountable to stakeholders

- ❑ Open Source groups [*believe that they*] are accountable only to themselves

- ❑ Open Source groups are market-agnostic

- ❑ Businesses accorded same rights as any other user

Accountability Gap

- Buyers naturally attracted to *potential* cost savings and performance improvements of Open Source products

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BUT

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- Buyers must have accountability

- Open Source orgs unwilling/unable to accept legally binding responsibilities

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Solution?

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- Someone must bridge the accountability gap

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Types of Open Source Organisation

Developers

Skills: Technical, Cultural

E.g. GNU, Linux kernel, Python, OpenLDAP

Advocates

Skills: Cultural, Legal

E.g. Free Software Foundation,
Open Source Initiative

Special Interest

Skills: Technical, Legal, Business

E.g. Free Standards Group, The Open Group, Open Source Developers Network

Distributors

Skills: Business, Technical

E.g. SuSE, Redhat, IBM, small consultancies

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Developer Relationships

	Developers	Advocates	Special Interests	Distributors
Vendors	Tech influence Lower costs			
Buyers	One-to-many No tech influence			
Policy Makers	Different motives			

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Advocate Relationships

	Developers	Advocates	Special Interests	Distributors
Vendors		Not technical		
Buyers		Market agnostic		
Policy Makers		Expert advice		

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Special Interest Relationships

	Developers	Advocates	Special Interests	Distributors
Vendors			Align products with standards	
Buyers			Promote requirements	
Policy Makers			Expert Advice	

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Distributor Relationships

	Developers	Advocates	Special Interests	Distributors
Vendors				Competitive
Buyers				Proxy to developers
Policy Makers				Better using Spec. Ints. to lobby

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Relationships Summary

Buyers

Distributors

Special Interest Groups

Vendors

Policy Makers

Advocates

Developers
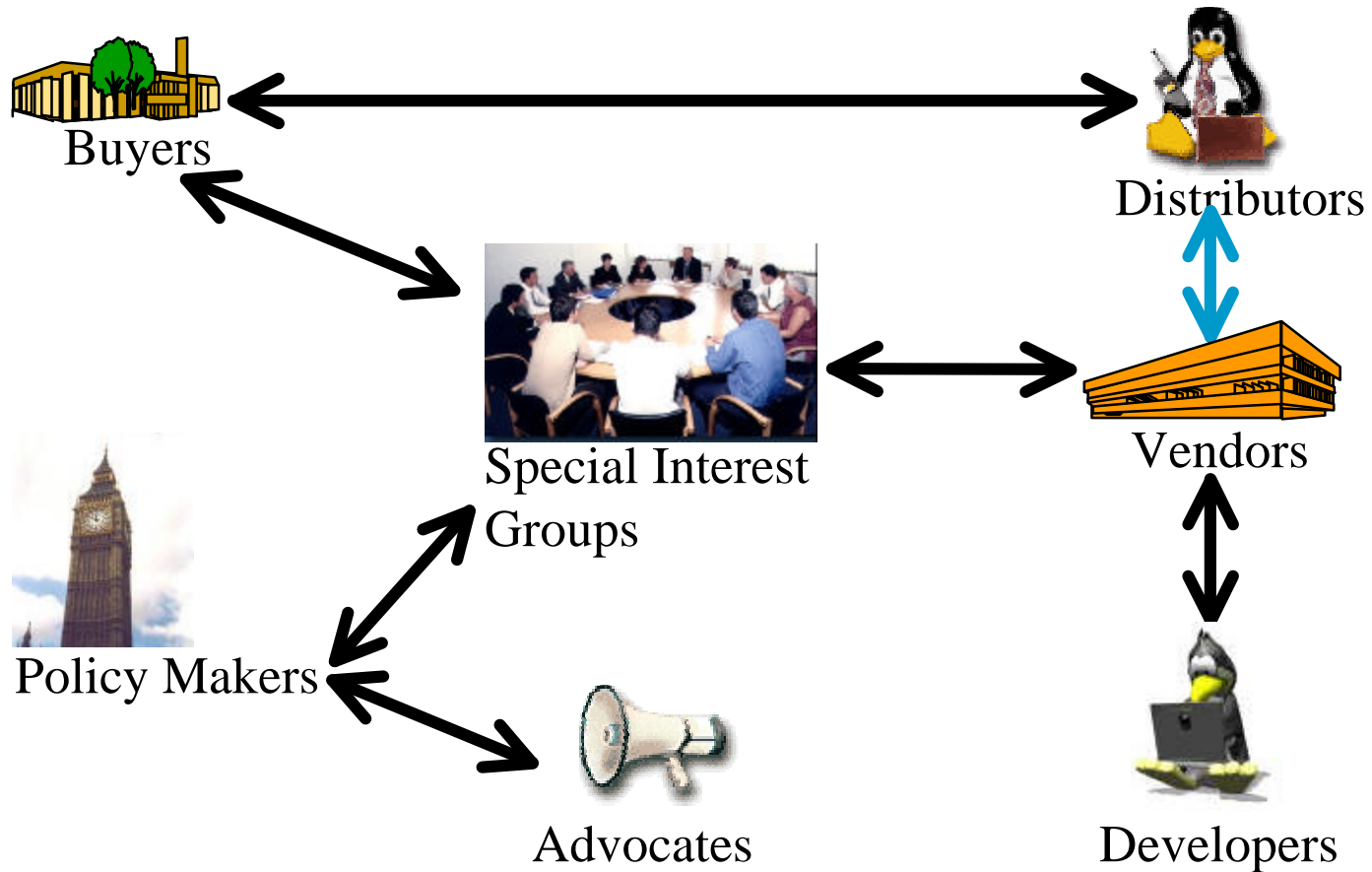
(inter-Open source group relationships omitted for clarity)

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What's in it for Open Source Groups?

❑ Taking without giving is not sustainable

❑ Dispel atmosphere of confrontation

❑ But… meet on neutral ground

❑ Make it Mutually Profitable

❑ Understand that Profit has different meanings

Summary

To bridge the Accountability Gap:

❑ Clarify roles and responsibilities
  ▪ Who is accountable for what?

❑ Understand which relationships are profitable, which are not

❑ Understand the rules for conducting relationships

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